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Hard-To-Find Infrastructure Products

Outfit Your Data Center With The Latest Cables, Controls & Flooring

by Elizabeth Millard

HAVING THE RIGHT software and hardware in place is what keeps a data center's network running smoothly. But what about the other kinds of products that keep a center cool, streamlined, and efficient? There are a number of items, from biometric readers to cable organizers, that can turn a center's space into a well-run environment, but they're not found in the office supplies catalog. Here's a sampling of some tough-to-find products that can cut down on your hunting time.

MGE UPS Environment Sensor

As every data center manager knows, maintaining the proper environment in the space can be a challenge. But what about the hardware itself? MGE UPS Systems (www.mgeups.com) has come up with an

environmental control that doesn't try to take on the whole center but rather monitors only network management cards. Because these cards are vital to a data center's operations, making sure they're not overheating is vital.

The MGE sensor checks temperature level and humidity rate, and like other kinds of environmental controls, it sends alarms to email, pager, or any device that can receive SMS alerts. The product has two input contacts that can also supervise door opening and genset start-up, so managers can check access at the same time as temp and humidity.

The sensor is especially well-suited for smaller server rooms and closets, according to the company. MGE adds that users can also predefine environmental settings and *Go to Page 10*

A Look At Desktop & Notebook PC Lifecycles

Changing Technology & Business Climate Mean A Shift In Useful Lives

by Sixto Ortiz Jr.

Most businesses have enjoyed reasonably long lifecycles for their desktop and notebook PCs. But industry watchers believe that could change as we enter a new era of shorter lifecycles for desktops and notebooks.

What does the future hold for PC and notebook lifecycles? Where do analysts believe the marketplace is headed? What is good news for Dell may not be such good news for your business.

The Case For Longer Lifecycles

A move to shorter lifecycles for PCs and notebooks does not bode well for businesses already used to enjoying longer lifecycles. Businesses move cautiously when it comes to spending money, so retooling IT purchasing budgets to purchase new computers on shorter

lifecycles may be a hard sell when upper management is looking to stay competitive in the global economy.

Leslie Fiering, a Gartner research vice president focused on PCs, laptops, and handheld devices, says Gartner is seeing a few companies shortening lifecycles to "meet strategic

goals that might need more frequently updated software applications." But, she emphasizes, this is not the norm, since most companies want to justify a longer lifecycle for their PC and notebook products.

So what is the lifecycle "sweet spot" companies are Go to Page 12

A move to shorter lifecycles for PCs and notebooks does not bode well for businesses.

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Hard-To-Find Products

There are hundreds of IT-related products on the market that may not be the best-sellers but they definitely fulfill a need. The difficult part is finding the products to meet your enterprise's unique needs.

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VoIP Wi-Fi handsets marry the convenience of a wireless phone with VoIP technology, taking VoIP off the desk and into the hands of mobile workers.

Creating A USB Policy | 28

Despite the convenience USB devices offer, the explosion in popularity and usage of USB-based technology also represents a security challenge.

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■ AdventNet launched a new bandwidth monitoring tool, the NetFlow Analyzer 5.0. ■ The new NetDefend DFL-CPG310 and DFL-CP310 devices from **D-Link** include a software bundle from Check Point to help businesses protect their network resources. **EVault** announced EVault ArcWare, an archive server that offers policy-based file archiving. ■ Network Appliance unveiled SnapSearch and Recovery software. ■ Nexsan Technologies announced its full line of SATAbased storage now supports RAID 6. ■ Raritan announced the CommandCenter NOC monitoring and reporting device. ■ SMC's new Wireless Travel Voice Gateway is an all-in-one networking toolkit for the business traveler. ■ The Gateway Security 1600 Series security appliance from Symantec provides eight different types of protection from Internet threats.

Trend Micro released its InterScan Web Security Appliance.

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Subscribe Today / Address Change Form For address change, fill out form below with new information and mail or fax. PLEASE PRINT Phone: (___ __)_____Fax: (_____)___ Contact Name: ___ Company Name: __ Address: ___ State: _____ Postal Code: _____ City: _ ____ Web Address: ___ Email: _ 1. What is the size of your company 3. What is your annual computer hardware/ (how many employees)? Less than 10 software purchasing budget? \$0 - \$9,999 \$10,000 - \$24,999 \$25,000 - \$49,999 \$50,000 - \$99,999 □ 200 - 499 □ \$100,000 - \$249,999 □ 500 - 999 □ 1,000+ □ 10 - 99 □ \$250,000 - \$499,999 □ 100 - 199 □ \$500,000 - \$999,000 □ □ \$1,000,000+ 2. How often do you purchase computer hardware/software? ☐ Weekly☐ Bi-weekly □ Quarterly

☐ Annually

□ No Involvement

☐ Monthly

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Upcoming IT Events

- MARCH -

PC Forum March 12-14 Carlsbad, Calif. www.edventure.com/pcforum

. Boston SecureWorld Expo

March 15-16 Boston, Mass.

www.secureworldexpo.com/events /index.php?id=218

> Comptel Spring 2006

March 19-22 San Diego, Calif. www.comptel.org

Data Center World

March 19-23 Atlanta, Ga. www.afcom.com

Visit Processor at Booth 111

Help Desk Institute Conference March 19-22

Nashville, Tenn. www.thinkhdi.com/hdi2006

. **TelecomNEXT** March 20-22

Las Vegas, Nev. www.telecom-next.com

. Secure IT Conference - 2006 March 21-24

Anaheim, Calif. www.secureitconf.com

Florida Educational **Technology Conference**

March 22-24 Orlando, Fla. www.fetc.org

Gartner Business Process Management Summit

March 27-29 Nashville. Tenn. www.gartner.com/2_events /conferences/bpm2.jsp

. Gartner Wireless & Mobile

Summit 2006 March 27-29 Detroit, Mich.

www.gartner.com/EvReg/evRegister? EvCd=RA9

- APRIL -

Gartner Outsourcing Summit 2006 April 3-5

Orlando, Fla. www.gartner.com/2 events /conferences/std9.jsp

LinuxWorld Expo

April 3-6 Boston, Mass.

www.linuxworldexpo.com Infotec

April 3-5 Omaha, Neb. www.infotec.org

. Gartner Midsize Enterprise **Summit Spring**

April 9-12 Hollywood, Fla. www.midsizeenterprise.com /northamerica

ASCDI Spring

April 4-8 Miami, Fla. www2.ascdi.com

. Server Blade Summit April 18-20

Garden Grove, Calif. www.serverbladesummit.com

Philadelphia SecureWorld Expo April 19-20 Philadelphia, Pa.

www.secureworldexpo.com /events/index.php?id=217

DAMA International Symposium April 23-27 Denver, Colo. www.wilshireconferences.com

. Interop April 30-May 5 Las Vegas, Nev.

www.interop.com/lasvegas Visit Processor at Booth 2165





RIM, NTP Announce Settlement

BLACKBERRY MAKER Research In Motion will pay patent holder NTP \$612.5 million to settle the patent dispute between the two companies. Under the agreement, RIM will be able to keep its BlackBerry service running. In a statement issued announcing the agreement, RIM states NTP's lawsuit against RIM has been dismissed by a court order. "The settlement means no further court proceedings or decisions about damages are necessary," the company says. RIM had issued an earnings warning before the settlement, but analysts believe that warning is moot now considering there's likely pent-up market demand for RIM products. The U.S. Patent Office also issued its second of what most analysts presume will be five final rejections of NTP's patents. The patent rejections likely gave RIM more leverage in the settlement talks.

AT&T To Buy BellSouth

AT&T ANNOUNCED plans to buy BellSouth for \$67 billion in stock. If the deal is approved by stockholders and regulators, AT&T will own all of Cingular, the No. 1 cell phone provider in the United States. Cingular will become AT&T under the proposed deal. AT&T, already the nation's top telecommunications company in terms of customers, will have an even larger percentage of the market. BellSouth has a ninestate network.

Microsoft Asks U.S. Courts To Intervene

As the European Union's antitrust case against Microsoft continues, the software giant has asked federal courts in the United States to make IBM, Novell, Oracle, and Sun Microsystems hand over documents that would help Microsoft in its defense. Microsoft could face a fine of up to 2 million euros (\$2.4 million) per day for not complying with sanctions the commission imposed in 2004. The commission found that the company violated EU antitrust laws by using its dominant position with the Windows OS to hurt competitors that make workgroup server software products.

Windows Is Top Server OS

WINDOWS SURPASSED Unix as the top server OS for the first time since IDC started tracking server market share in 1996. In 2005, Windows accounted for \$17.7 billion in server sales: Unix accounted for \$17.5 billion of the market. Linux also beat out IBM's z/OS for the first time to claim third place with \$5.3 billion in sales.

SEC Panel Urges Change To Sarbox

IN AN EFFORT TO EASE the reporting and compliance costs of the Sarbanes-Oxley Act for smaller companies, the Securities and Exchange Commission's Advisory Committee on Smaller Public Companies is urging the SEC to make changes to Section 404 of the act. The section relates to internal controls accounting requirements. The committee is recommending the wording be changed to define "smaller public companies" as those with less than \$787 million in market capitalization. "Small-cap companies" would have market capitalization between \$128 million and \$767 million; "micro-cap companies" would have less than \$128 million in market capitalization.

Microsoft Buys In To iSCSI Technology

MICROSOFT HAS PURCHASED technology from String Bean Software that will let users back up Windows servers over IP networks. Microsoft plans to release String Bean's WinTarget Server as an add-on to Windows Storage Server 2003 R2. Three of String Bean's four employees will join Microsoft as part of the deal.

Researchers To Study Cell Phone Radiation

A GROUP OF FINLAND researchers at the Radiation and Nuclear Safety Authority plan to study the effects of cell phone radiation on human proteins. As part of the study, the researchers will subject portions of the skin of 10 females to cell phone radiation for one hour. They will then take a sample of the skin and compare it to a skin sample taken before the exposure. There's lots of speculation that exposure to cell phone radiation is a cause of cancer, although there's no proof of the link. Previous tests by the Finland group have shown cell shrinkage, but it's still impossible to know if significant health risks exist.

Corporations Spending **Big On Wireless Data**

WIRELESS CARRIERS WHO have spent billions of dollars upgrading their networks for 3G high-speed data services have good news: In-Stat reports that corporations are spending more on wireless data. In the past, large businesses often spent about 33% of their monthly wireless budgets on data and 66% on voice. That gap has decreased, with corporations now spending about 44% for data and 56% for voice services. And as big companies extend their mobility plans to include rank and file employees in addition to executives, they're increasing their data services spending.

New Virus Goes From PC To PDA

THE MOBILE ANTIVIRUS Researchers Association, a group of security researchers, received a virus sent anonymously that the experts believe is the first virus with the capability to jump to a mobile device after infecting a PC. Nicknamed "Crossover," the malware determines what kind of machine it's on and, if it's a Windows PC, leaps to a PDA if it's using Microsoft's ActiveSync synchronization software. The researchers say Crossover is a proofof-concept virus and has not been released "in the wild," so it isn't an actual threat to PC and PDA users.

China Creates Own Internet Domains

THE CHINESE MINISTRY of Information Industry has unveiled three new domain names that it created based on Chinese characters: .net, .cn, and .com in Chinese. Internet experts are speculating whether China is planning to distance itself from the Internet Corporation for Assigned Names and Numbers and the Domain Name System, the network of servers that decides on requests for domain names. Experts say this move could result in a split in the Internet because China would be using its own separate root servers. Officials with ICANN are unsure whether the domains are top-level or second-level.

Cell Phones Cause Risk In The Air

CELL PHONE USE in airplanes may interfere with aircraft navigation more than previously believed, say scientists at Carnegie Mellon University. Conducted with support from the U.S. FAA, the study reveals that cell phones, laptops, game consoles, and other portable electronic devices cause significant interference for key cockpit instruments, including GPS receivers, especially during sensitive times such as shortly after takeoff or during the final approach. The study also found that many airline passengers are ignoring the ban on in-flight cell phone calls.

AOL To Let Developers Customize AIM

ALTHOUGH IT HAS traditionally held tight rein of its services, America Online announced plans to give software and service developers the ability to create their own versions of AOL Instant Messenger. AOL, which is a division of Time Warner, will offer software products to developers that will enable them to create and enhance their own IM services. Some analysts see the move as a way for AOL to stay competitive or even gain an advantage over Microsoft. AOL says 63 million people currently use its AIM services.

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

Company	Symbol	Year Ago	Feb. 27 \$	March 6 \$	% change from previous week
Avaya	AV	\$13.97	\$11.02	\$11.22	▲ 1.81%
BEA Systems	BEAS	\$8.30	\$11.38	\$11.26	▼ 1.05%
Computer Associates	CA	\$27.48	\$27.21	\$26.89	▼ 1.18%
Cisco Systems	CSCO	\$17.74	\$19.97	\$21.05	▲ 5.41%
Dell	DELL	\$40.29	\$29.44	\$29.12	▼ 1.09%
Electronic Data Systems	EDS	\$21.05	\$26.86	\$27.58	▲ 2.68%
Google	GOOG	\$185.18	\$390.38	\$368.10	▼ 5.71%
HP	HPQ	\$20.70	\$33.41	\$32.86	▼ 1.65%
IBM	IBM	\$92.92	\$80.63	\$80	▼ 0.78%
Intel	INTC	\$24.52	\$20.52	\$20.30	▼ 1.07%
McAfee	MFE	\$23.93	\$23.31	\$23.68	▲ 1.59%
Microsoft	MSFT	\$25.26	\$27.05	\$26.91	▼ 0.52%
Oracle	ORCL	\$13.05	\$12.46	\$12.77	▲ 2.49%
Red Hat Software	RHAT	\$11.17	\$26.45	\$28.48	▲ 7.67%
Sun Microsystems	SUNW	\$4.22	\$4.31	\$4.49	4.18%
Symantec	SYMC	N/A	\$17.16	\$16.53	▼ 3.67%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions.

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MARKET WATCH

Chilling With Portable AC

Staying Cool In Your Data Center

by Sandra Kay Miller

GIVEN THE STATIC nature of most data centers, cooling infrastructure is often integrated into the physical structure of the building. But what happens when built-in AC isn't enough to adequately cool the environment or, worse yet, goes down?

The average server puts off approximately 1,200btu, so IT managers know it isn't long before temperatures can reach critical highs, even to the point of damaging computer systems. When disasters such as an HVAC system failure strike, managers often turn to portable AC units during the interim to maintain safe temperatures in their data centers.

Today IT managers are also more likely to change office configurations, often adding numerous electronics, which generate a significant amount of heat. In older buildings, air conditioning systems were not designed for the high heat load per square foot that the modern wired office presents.

For these reasons, portable AC systems are becoming more popular as alternatives to permanent installations as well as wise investments for HVAC failures. "There's nothing wrong with buying a portable," says Mike Renier, vice president of sales for KwiKool. He stresses portables'

cost effectiveness vs. making changes to a permanent system.

Convenience, flexibility, and ease of use also factor into the choice for portable AC units. "You wheel it in, plug it in, and



SNAPSHOT

APC NetworkAIR PA

Starts at \$3,195

Portable, self-contained AC units for small rooms and data closets with 1.6kW (0.5-ton) and 4kW (1.2-ton) models

www.Processor.com/APC

turn it on. It's very simple," says Eddie Stevenson, product marketing manager at MovinCool.

Size Matters

Prior to purchasing a portable AC unit, it is extremely important to calculate the total heat load.

"Improper sizing of air conditioning systems is a disaster," warns Renier.

Garth Tagge, vice president of sales at Spot Coolers, the leading supplier of portable AC in the United States, explains there are two facets to determining total heat load: heat generated by equipment, which is known as equipment load, and the heat in the room from radiant sources such as electrical wiring, windows, floors, and people, known as room load.

Equipment load can be calculated by adding up the wattage of each device and converting it to btu, a measure of heat. Wattage can be found either in the device's manual or by multiplying amps with voltage, both often found on the model plate. For example, most servers operate with 120 volts and consume 3 amps, meaning they generate 360 watts. For every watt consumed, 3.41btu are generated. To convert watts to btu, multiply by 3.41, which would result in 1,227btu of heat per hour per server.

Calculating room load is also relatively simple. The rule of thumb is a typical commercially built 500-square-foot room with an 8-foot ceiling experiences a ton of room load and therefore requires a ton of cooling. This ton of cooling is for normal room and people loads. Add a copier or any



SNAPSHOT

KwiKool Strategic Air Center

Starts at \$2,350

Offers 32 different models from 1 to 10 tons of capacity in unitary, split-system, and water-cooler units, which will solve most server room air conditioning problems

www.kwikool.com

heat-generating equipment, significantly more people than a room is designed for, or windows, and that load increases.

Once the room load is known, you merely add it to the equipment load. This yields your total internal load, or the amount of air conditioning you need to overcome the heat generated within the room.

Tonnage is another term often used when describing heating and



SNAPSHOT

MovinCool Classic and Office Pro

Starts at \$2,100

Offers 12 different models providing cooling capacity ranging from 1 to 5 tons per hour

www.movincool.com

cooling capacities. There are 12,000btu in a ton. This means that to cancel out 12,000btu of heat, 1 ton of cooling is required.

Market Leaders

Recognizing that cooling needs happen at all hours of the day and night and on weekends, too, Spot Coolers offers 24-hour service in its 31 locations throughout the United States. It offers both sales and rental turnkey service, including delivery, pickup, and setup, as well as emergency service.

Ideal for offices, schools, healthcare, and other facilities with servers, routers, telecom, or other heat-sensitive equipment and workspaces, Spot Coolers has portable air-cooled, water-cooled, and split AC units.

An industry leader in power supply for IT equipment, APC also carries a line of portable cooling units. Designed for office data centers, its NetworkAIR PA line is a self-contained unit not requiring an external condenser, refrigerant piping, or an external water source. Instead, heat is passed through a flexible duct that is easily vented into a dropped ceiling. Additionally, these portable AC units can be assigned a dedicated IP address and managed over the network.

NetworkAIR PA also works as a backup cooling device in the event of primary air conditioning failure by providing up to 4 kilowatts of air conditioning power, set either on an environmental sensor or a timer. This means that if the building reduces the AC during nonbusiness hours, NetworkAIR can compensate by maintaining cooler temperatures in the required areas.

KwiKool's Strategic Air Centers work well in both the data center and industrial environments.

They offer 32 different models ranging from 1 to 10 tons of cooling capacity in unitary, split-system, and water-cooler units. All models are equipped with microprocessor digital controls accessed via an Easy-Touch control panel. They can also be remotely controlled using a wireless remote thermostat.

Renier credits a major advantage for choosing a Strategic Air Center. "The system needs little or no building modifications, and since it will not be attached to the building and therefore not part of the real property, the customer gets to retain ownership of the unit, not the building."

Manufactured by DENSO, MovinCool portable AC units have been a staple in data centers for more than 20 years. Originally designed to keep DENSO factory workers cool, the Classic line has changed little from the early models deployed in industrial environments.

Moving into a computer-centric environment, DENSO launched the MovinCool Office Pro series targeted at data centers and offices. In addition to the rugged cooling capabilities of the Classic



SNAPSHOT

Spot Coolers

Starts at \$3,300

The largest portable AC supplier in the country with 31 locations; provides portable models ranging in cooling capacity from 1 to 5 tons, including the MovinCool Office Pro 60 pictured above

www.spot-coolers.com

line, programmable clocks and automation and digital temperature controls have been included in the Office Pro series.

Whether you need a spot cooler to fit through a doorway into a small telecom closet, take over for a failed HVAC in the data center, or put a chill into a specific space, there are plenty of portable AC units available, day or night, to fit your needs.

To see *Processor* Showcase advertisements for products in this category, go online to www.processor.com and find the Portable AC ads under Physical Infrastructure/HVAC.

Buying Tips

According to Garth Tagge with Spot Coolers, there are a number of variables to consider when considering portable AC units.

- Total heat load from equipment. How much heat does the equipment within the space generate? "The equipment load is almost always the biggest heat source in the room," says Tagge.
- Secondary heat load from the room. All interior rooms have hidden
 heat sources referred to as "room loads." They are a result of heat generated from electrical wires in the walls, lighting, people, radiant heat
 from windows, and heat from adjacent rooms and floors.
- Condensate disposal. All AC units wring moisture from the air, known as condensate. Considerations have to be made on how the condensate will be removed. Some units have collection buckets that must be frequently emptied. When they fill up, they shut off the AC unit to prevent flooding. Equipment room AC units are typically operated around the clock. Emptying buckets on nights and weekends would require someone to always be there, so most are equipped with a pump to continually dispose of the condensate. "The biggest challenge to adding a pump is finding a source for draining the condensate," says Tagge.
- Power requirements. The smallest portable AC units operate on 110 volts. As such, they can typically use standard house power. However, units greater than 18,000btu or 1.5 tons use higher voltages, such as 220 or 460 volts. You will want to make sure there is the availability of this power once your loads exceed 1.5 tons.
- Adequate space. Most portable AC units are placed directly in the
 room to be cooled. You will want to check the room for adequate space
 for the equipment, as well as ensure that where you place the unit
 allows for adequate and even airflow. Placing a unit behind something
 that blocks or deflects the air might create hot spots or even inadvertently shut down the unit.

PROCESSOR® SHOWCASE

The *Processor* Showcase section features new products and services available from hot new manufacturers, as well as the old standbys. It's an easy way to compare products and discover new technologies and solutions, so refer to it for all your buying decisions.



Services
Design,
Development,
Hosting,
Implementation,
Manufacturing,
Security,
Training

Software

Application Development, Business Productivity, Communications, Security, System Management

End Nodes

Components, KVM, Mobile Devices, Monitors, Peripherals, Servers, Systems

Communications

Network Security, Routers, Storage Networking, Switches, Telephony, Wireless

Physical Infrastructure

Cabling, Environmental Controls, Fire Protection, Power Distribution, Racks

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(Re)introducing Processor.com

Mobile40

Processor Showcase

You should be familiar with the print edition of our Showcase advertising section—it's the section beginning on page 5 of this issue that displays dozens of products of interest to data center and IT professionals. Now there's an electronic counterpart with hundreds more products we can't fit in print.

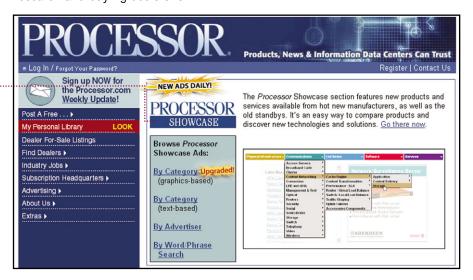
If you know the specific manufacturer or advertiser you're looking for, click Browse By Advertiser. If you're looking to see if a solution exists, click one of the By Category links (either graphics-based or text-based) or the Word/Phrase Search link.

The Word/Phrase Search is the quickest route but choose your keywords wisely to ensure you get the best results.

If you choose the graphics-based browse option, you'll see instructions on how to use the browsing feature. Pass your cursor over one of the five color-coded categories near the top of the page (Physical Infrastructure, Communications, End Nodes, Software, or Services) then choose the category or subcategory you want and click it. A list of links appears in the left window; pass your cursor over the links, and the product ad displays in the right window. Once you've found a product of interest, click the red More link in the bottom right of the ad for more detailed information.

Processor's dedication to the data center/IT industry extends far beyond this weekly print publication. Our Web site, www.processor.com, has a number of great features you can rely on to help simplify your technology and product research and buying decisions.

Terminal Services49



Manufacturer Presentation -

Physical - Racks & Furniture Advertisement

Innovative Wallmount Rack

Perfect Space-Saving Option For Deeper Servers



This unique 19" wallmount rack provides a generous 30" or 23" useable depth and has universal rack rails. It's available in 4U, 6U, and 8U and is perfect for IBM, Dell, Compaq, HP, and other rackmount servers.

- Rack allows mounting of equipment in a vertical "knobs up" fashion

 (vieweling a population to prior fallow)
- (visualize a pendaflex hanging folder)
- Equipment mounts to backpan for even weight distribution
- Hinged top cover allows user access to controls
- Hinged body allows installer access to connections
- Top cover and body keyed separately
- Rack backpan includes venting and optional fan mounting with grills
- Room for D-ring cable managers
- 150 lb. weight capacity
- Satisfaction guaranteed

GSA Schedule #GS-35F-0208R

www.Processor.com/RackmountSolutions19



(866) 207-6631

Belden IBDN End-to-End Cable Management



Belden CDT Networking, a global leader in the design, manufacture, and marketing of a wide range of cabling and connectivity solutions for the networking marketplace, has a new line of Belden IBDN Cable Management Solutions. As one of the largest structured cabling system suppliers in the industry, Belden CDT Networking has leveraged its resources to enable end-to-end, integrated cable management and maintenance. Belden IBDN cable management components are available for every kind of commercial network installation, including data centers, riser systems, telecommunications closets, horizontal wiring, and workstations in single buildings or campus networks.

The new product line includes:

- Enclosures and Racks. Floor and wallmount enclosures and racks are available in a variety of standard and custom designs. The line also includes numerous mounting, cable, and patch cord management options and accessories. www.Processor.com/Belden2
- Cable Ties. Belden IBDN Cable Ties come in a complete range of sizes for varying load capacities and are available in standard or weather-resistant nylon and Velcro®. www.Processor.com/Belden3
- Surface Raceways. The Belden IBDN Surface Raceway System, which provides a functional, affordable solution for wire enclosure applications, includes extruded raceways with preapplied adhesive backings, plus a variety of fittings and junction boxes. www.Processor.com/Belden4

793 Fort Mill Highway Fort Mill, South Carolina 29715 Phone: (800) 262-9334 Fax: (514) 822-7981



Remote Power Management

RS232 Enabled Meter

Aphel's rPOWER™ Remote Power Management for data center and IT applications features an eight-channel, auto-scrolling capability. The rPower RS232-enabled meter provides remote monitoring for 20 – 60 Amp (125 / 208 Volt) rackmount enclosure power solutions.

"We are very excited to start shipments of our first rPower units," says Kevin Macomber, vice president of business development. "Since its

development, we have seen huge interest in this technology set, particularly from our customers who manage missioncritical facilities."



Unlike traditional ammeters that require the user to be in close proximity,

rPower™

rPower has an impressive high-resolution color display that can be viewed from as far away as 12 feet or through the enclosure door perforation. Aside from the ammeter, the device connects to traditional console port switches and can be managed simultaneously with other RS232-based devices. rPower represents a major advancement in power monitoring as it greatly simplifies and reduces the cost of power management.

For More Information, Visit www.Processor.com/Aphel



Phone (978) 928-1488

Manufacturer Presentation _

Physical - Storage & Transport Advertisement

Protection For Transportation Of Hard Drives



Perm-A-Store now provides Turtle Cases for popular Hard Drive configurations

- Enclosed external drives for PC applications
- Hot-swappable drives (with/without tray) for Server applications

As hard drives become more portable, users are looking for safe and efficient ways to transport and store drives with live data. These specialized cases are made of high-density polyethylene, a rugged, lightweight material that provides excellent impact protection. All Turtle cases are available with optional brass padlocks, which may be keyed alike at no extra cost.

These new Turtle hard drive cases are available in several configurations:

- One or two precut slot(s), manufactured to the exact dimensions of the unit to be transported
- Customizable configuration for one or two drives employs pluckable dense foam cubes that can be removed to securely fit drives of various sizes.
- The configuration shown on the right of the photo above is 10 drives placed in precut foam slots in a rugged, two-handle case with 6 butterfly latches.

Turtle cases were introduced in 1988 and have become the media transport standard because they deliver protection against impact, debris and temperature and humidity extremes.

Turtle Cases are also available for all tape formats (LTO, DLT/SDLT, 3590, 3592, 9840/9940, 8mm, AIT, VXA 4mm as well as CD/DVD and optical media). Various capacities and colors by format.

Turtle brand transport and storage cases are recommended by media manufacturers Imation, IBM and Sun/StorageTek because they provide specialized protection for data media.

Perm-A-Store 6325 Sandburg Road 763.230.3911 Worldwide 800.366.7535 USA



Manufacturer Presentation _________
Physical - Cable Distribution Advertisement

New Tools For On-Demand Fiber Cable Management

The ADC FiberGuide™ product family now includes RiserGuide, a riser guidance system designed to provide cable management where you need it, when you need it, because cable management requirements change with network requirements.



RiserGuide is flexible, modular and easy to both install and remove, allowing for on-demand cable management and full network optimization.

Call ADC for pricing Information

Benefits

- Provides flexible, "on-demand" cable management
- Manages patch cords of active equipment up to FiberGuide™
- Protects proper bend radius
- Easy to configure with simple, Snap-Fit™, tool-free installation
- Designed to meet GR-63 requirements
- Supported by ADC's cable management expertise
- Provides a cable management solution that extends beyond the "out of the box" solutions that are currently available

Features

- Multiple standard width risers
- Various components that can be installed anywhere on the rise, including storage spools, radius limiters and cable guides
- Mountable within and between racks and in cabinets
- Half and full slack storage spools available
- Breakout cable slack storage

www.Processor.com/ADC

13625 Technology Drive Eden Prairie, MN 55344 Phone: (952) 938-8080 Fax: (952) 917-1717



Secure, Fully Powered **Notebook Cabinet**

Holds Up To 18 Notebook Computers

The Secure Laptop/Notebook Cabinet (SLNC) fully powered cabinet is designed to house up to 18 laptops/notebooks with internal power bars for charging. This new secure cabinet protects your laptop as well as your information.

With laptop theft on the rise all across the country, this unique innovation secures laptops and keeps them fully powered by charging them when in the cabinet. The unit even has a network capability for Internet updates while secured.



Secure Laptop/Notebook Cabinet

These cabinets come with a two-piece all-steel tambour door, a lock with two keys, and a power bar for keeping each laptop fully charged. For extra protection, a security locking bar can be added that will accept a padlock.

Each private drawer has two private compartments with separate lock numbers and keys as well as its own power outlet with room for the power pack and other accessories. Bin drawers are also available for storing laptop bags and spare parts.

Universities, hospitals, government agencies, police departments, classrooms, and any number of institutions with employees or students that check out laptops for use during the day now have a secure environment to store the equipment when not in use. Better yet, it will fully recharge the unit and even update information, if so configured by the customer.

Visit www.Processor.com/ISC3 For More Information!



Phone: (800) 458-6255

Cabling

www.Processor.com/CSE4



SAS **Serial Attached SCSI**

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- 4X and Multilane Cables
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- B Three I/O Ports, 0-5 vdc analog or contact closure
- C Ethernet Connection Jack
- D Remote Display Connection Jack



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Environmental Monitoring

www.Processor.com/ISC2



Extend Your Equipment Life

The Thermostatic Fan Control extends both equipment & fan life by varying the fan speed based upon temperature. The fan control has three temperature ranges (80°-90°, 85°-95°, 90°-100°) and can be set to operate the fan speed either proportional to temperature, or to come on full speed when temperature threshold has been reached. The fan control can be mounted to rackrail brackets or any flat surface. www.Processor.com/ISC2



714 N. Watson Road, Suite 302

Arlington, TX 76011

Environmental Monitoring

www.Processor.com/ITWatchdogs2



Weather Goose \$399



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- Humidity
- Door Position
- SNMP
- Temperature • Air Flow
- Power
- Alerts



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Charleston, SC 29492

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4644 Katella Ave. Los Alamitos, CA 90720 Phone: (800) 444-1938 Fax: (562) 596-3361

Manufacturer Presentation .

Physical - Racks & Furniture Advertisement

CPI's TeraFrame™ Cabinet System: Infinite Configurability Without Infinite Waiting

Chatsworth Product Inc.'s new TeraFrame Cabinet System is infinitely configurable and can be personalized to meet specific data center needs, arriving ready to install in five days*. Available in three different widths (600, 700 and 800 mm), 12 heights and 17 depths, choose from 612 standard sizes to configure a customized solution.

Designed to solve thermal issues in the data center and lessen the need for expensive cooling equipment, the TeraFrame Cabinet offers advanced thermal control with no single point of failure, thus delivering a Tier 4 solution for high-density applications and protecting expensive computer equipment. Choose from a variety of options and accessories to achieve maximum cooling.



CPI's Snap-In Filler Panels block airflow through open rackmount space, keeping hot air in the rear of the cabinet. You can secure filler panels to the square-punched equipment mounting rails of the TeraFrame by snapping them into place, eliminating the possibility of misplacing hardware. When used together with the Air Dam Kit, airflow is blocked around the top, bottom and sides, directing cool air to equipment.

Select from up to 612 sizes to create a custom cabinet that arrives ready to install in only five days. CPI's TeraFrame Cabinet System gives you the ability to personalize cabinets by configuring the options and accessories that work best for your data center without the long lead times associated with customized products. Designed specifically to solve thermal issues in your data center and lessen the need for expensive cooling equipment, the TeraFrame offers new patent-pending thermal control with no single point of failure TeraFrame cable management keeps network and power cables separate, controls power cord slack and supports multiple power strips or PDUs for full power redundancy

Chatsworth Products Inc. (CPI) is a leading manufacturer of systems designed to organize, store and secure IT infrastructure equipment.



For More Information:

www.Processor.com/Chatsworth

(800) 834-4969

Manufacturer Presentation. Physical - Power Management Advertisement

High-Density Rackmount Power Distribution

Designed for high-density, mission-critical server applications, the MT3 Series provides maximum power for both standard and blade servers. Employing multiple configurations, the Easy-Read™ digital ammeter, rPower™ RS232 remote power management and clearly labeled circuits, MT3 assures easy management and monitoring for current requirements and future expansion.

Viewed as one of the largest product portfolios ever released in North America, the MT3 Series is composed of more than 200 products that can be configured to power both standard and blade servers.

"Shipments of the first MT3 units represent a significant step forward for Aphel and our customers," says Kevin Macomber, vice president of business development. "Since its development, we have seen huge interest, particularly from our customers who face difficulties powering their highdensity servers."



MT3 Series

MT3 provides total power ranging from 5,000 to 8,600 Watts, as well as optional metering or remote monitoring (RS232) capability. It uses the patent-pending rPower[™], and users can read the high-resolution color display from as far as 12 feet or through the enclosure door perforation. rPower™ improves installation flexibility as it can be connected to traditional console port switches. Because of its capability to support so many servers. MT3 greatly simplifies and reduces the cost of rackmount power management.

For More Information, Visit www.Processor.com/Aphel2



Phone (978) 928-1488

Manufacturer Presentation.

SmartOnline 3000VA 3U **Rackmount UPS System**



Key Points

- 3000VA / 3.0 kVA high power density, online, double-conversion, extended-run 3U rack / tower UPS - with large internal battery set for longer standard runtime for critical server, network and telecommunications equipment
- Uninterruptible Power Supply (UPS) actively converts raw incoming AC power to DC, then reconverts output back to completely regulated, filtered AC output
- Maintains sine-wave 110/120V +/-2% output during overvoltages to 138 and brownouts as low as 65V (50/60Hz auto-sensing)
- Zero transfer time between AC and battery operation
- Simultaneous use communications via HID-compliant USB port, serial port, SNMP/Web card slot and EPO interface
- Fault-tolerant auto-bypass mode, current monitoring and switched PDU control via two switchable output load banks
- Network-grade AC surge and noise suppression
- Includes PowerAlert monitoring software and complete cabling
- 2-year product warranty / \$250,000 Ultimate Lifetime Insurance (USA & Canada
- Estimated Retail Pricing: \$1,599

www.Processor.com/TrippLite6

1111 W. 35th Street Chicago, IL 60609 Phone: (773) 869-1234 Fax: (773) 869-1329

AVR Series Line Interactive UPS System



Key Points

- 550VA ultra-compact line-interactive UPS
- Maintains 120V nominal output over an input range of 83 to 147V
- Line-interactive UPS offers complete protection for PCs, workstations and other sensitive electronics in an attractive ultra-compact, mountable housing
- Prevents data loss and system downtime by providing battery-supported AC output during blackouts and Automatic Voltage Regulation (AVR) during brownouts and overvoltages
- 550VA / 300 watt power handling ability supports entry-level PCs for up to 17 minutes during power failures
- 8 output receptacles, two of which are widely spaced to accommodate large transformer plugs without blocking outlets • 4 outlets with full battery support and surge suppression to protect computers,
- monitors and other vital system components from loss of power • 4 additional outlets with surge suppression-only are ideal for printers and other
- accessories not requiring battery support • Single line telephone suppression jacks protect modem, fax machine, cordless
- phone or other peripherals with a standard dial-up or DSL phone line connection • USB port with PowerAlert monitoring software and cabling enables safe
- unattended system shutdown in the case of extended power failure. HID compliant USB interface enables full integration with built-in power manage-
- ment and auto shutdown features of Windows, Mac OS X and Linux.
- 2 year product warranty / \$100,000 Ultimate Lifetime Insurance (USA, Puerto Rico & Canada only)





Communications Nuts & Bolts

Niche Products Keep Systems Safely & Efficiently Linked

by Ericka Chickowski

WHEN YOU'RE IN the field working on your network, nothing can be more frustrating than not being able to find the right "nut" or "bolt" to help you build out your systems. Though they may not be the most exciting or groundbreaking items, most networking products are the lynchpins to a smooth-operating IT department. When there is an interruption in communication between your systems due to factors such as security problems, router or switch issues, or wireless interference, it doesn't matter how many redundant servers or hard drives you've got. They aren't going to work properly if they can't connect to the proper resources.

Because of their importance, most networking products are commodities offered by multiple vendors. Still, there are those few oddball items that aren't so plentiful that may be essential to helping connect systems. Oftentimes these items are so niche that they don't have much competition in the market. And thus, they are difficult to find. The following are a few of these items that may be

one-of-a-kind but could be just the thing to improve network communications.

Paralan MS16A LVD/MSE To SE SCSI Converter

Networking SCSI connections can be a tricky affair when dealing with a heterogeneous environment. When mixing legacy bus connectors with new drives or vice versa, administrators are faced with the daunting task of coupling multiple SCSI form factors. To do this they must have the right tools, namely the right SCSI converters. One of the most useful among these is an LVD/MSE (low voltage differential, multimode single-ended) to SE (singleended) SCSI converter. Offered by Paralan (www.paralan.com), the MS16A LVD/MSE to SE SCSI is one of the few of these readily available on the market.

This converter makes it possible to continue using legacy SE SCSI drives with an LVD bus without compromising the speed on the rest of the bus segment. Without it, if a single SE drive is connected to a chain of LVD drives on the

bus, the entire line of drives will perform at the lower SE speed. By grouping LVD and SE devices and isolating them with a converter, the LVD devices can be operated at their full designed throughput levels.

BVS Yellowjacket

True, there are a number of wireless analysis tools on the market, but Berkely Varitronics Systems (www.bvsystems.com) has done something unique with its Yellowjacket tool. Most of these analysis tools are either complex software packages that require a laptop or simple handheld devices that have limited functionality.

The difficulty for administrators is that it can be cumbersome to walk the premises with an openand-running laptop, but they'd like the ability to do many analyses at held wireless receiver device designed to work with an HP iPAQ handheld. Using the power of the Windows OS running on the handheld, the Yellowjacket combines wireless and spectrum analysis,

once. The Yellowjacket is a hand-

so users can perform all of the analyses needed to optimize a wireless network without dragging around a laptop. And because the device is designed to work with an iPAQ, it can be easily hot-synced to a PC once the

work in the field is completed. The

Yellowjacket starts at \$3,200.

AirDefense BlueWatch

Endpoint security is a hot market, with new solutions cropping up daily. Nevertheless, one point in endpoint security remains underserved: Bluetooth. While not a new wireless technology, Bluetooth is hardly antiquated. In fact, the proliferation of Bluetooth connection in cell phones, laptops, and other productivity devices only continues to climb.

In spite of this, only one major player on the market offers a comprehensive tool to manage Bluetooth connections in the enterprise. With its one-of-a-kind BlueWatch product, AirDefense (www.airdefense.net) is flying solo in this field.

BlueWatch identifies all Bluetooth-enabled devices on the network and monitors their communication within a given airspace. The enterprise can then find misconfigured devices, or those that have no authentication or encryption, and take proactive steps to close security holes caused by these problems. AirDefense offers BlueWatch for \$466.

ESL Secure Switching System

Conference rooms are one of the banes of IT existence. Executives have always wanted the latest and greatest tools for communication during meetings, but the challenge has been efficiently running connections into these meeting spaces without compromising security or disrupting other connections.

The Electro Standards Laboratories (www.electro standards.com) Secure

Switching System provides a specialized solution for this challenge. It is a rackmounted system that aids in passing the connection of voice and data lines, in both copper and fiber media, from your existing net-

work to the specified conference area. It lets IT isolate equipment in the conference room through easy disconnection, simplifying the process of preparing for and cleaning up after meetings.

The system includes a frontpanel keylock actuator, a 16-channel Ethernet Data Pass/Offline Switch, a 16-channel Telco Data Pass/Offline Switch, a 6-channel ISDN Data Pass/Offline Switch, a Fiber Optic SC Data Pass/Offline switch, and Status In/Out connectors that send secure/nonsecure information to the indicator unit.

Edimax PermaLink PRI-684 QuadWAN Router

Many small to midsized enterprises would love to do their own Web hosting but haven't found the right set of tools to give them the bandwidth and redundancy capabilities that will make them feel comfortable to make the jump.

The Edimax (www.edimax .com) PermaLink might be what they've been seeking. It is the only QuadWAN broadband router on the market that supports inbound load-balancing. With four WAN ports, this device offers maximum redundancy. It allows for a high level of fault tolerance by enabling users to mix DSL, cable, satellite, and T1 connectivity.

The uniqueness, however, stems from the inbound load balancing. This is a key feature for reliable hosting of Internet servers. By combining four DSL/cable lines with 384Mbps of upload speed, an SME can get comparable upload bandwidth as a T1 line. This allows these smaller businesses to get T1 speed without necessarily tapping into a T1 line, all while still maintaining redundancy. The Edimax PermaLink PRI-684 starts at \$899. 🔟

More Hard-To-Find Communications Products

Product	Price	Description	URL
Addonics SATA to SCSI Converter	\$105	Convert any Serial ATA hard drive to an LVD160 SCSI hard drive.	www.addonics.com
Computer Peripheral Systems POTS Line Coupler	Starts at \$79	Connects two standard analog phone lines together to allow calls on an alternate network.	www.cpscom.com
Digital Security International	Contact company for prices	Range of fully enclosed tape encryption appliances that offer support for all major vendors and tape types.	www.dsiencryption.com
D-Link DI-804HV 4- port Router with VPN	Starts at \$66.99	One of the few difficult-to-find small-scale, VPN-ready routers for satellite offices.	www.dlink.com

HVAC

www.Processor.com/Atlas



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HVAC

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NEW MATH 1/2 RACK=12" Wide=30KW **In-Row Cooling Technology**

Introducing the New Standard in High-Density Cooling. It changes all the rules. This sets a new paradigm for cooling in data centers. Only 1/2 rack wide, it uses 1 foot of row space (no side clearance required) and can cool up to 30KW (100.000 BTUs, 8.5 tons). Use one to solve a hot spot or multiple units to cool your entire data center.



Phone: (800) 392-3299

Hawthorne, NY 10532 Phone: (914) 747-9705

Power Distribution

www.Processor.com/ServerTechnology2



- · Dual power feeds in one enclosure
- Group outlet control for up to 4 power circuits
- Remote reboot via IP
- Secure HTML GUI, SNMP, RS-232 access 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing



1040 Sandhill Road Reno, NV 89511 Phone: (775) 284-2000 Fax: (7752842065

Hard-To-Find Infrastructure Products

Continued from Page 1 make changes remotely by using a Web-enabled system.

Privaris BPID Security Device

Biometrics vendors are now much more adept at recognizing what small to medium-sized enterprises and other companies are facing in implementing this type of security and have worked to create systems that complement, rather than replace, what's already in place.

"With biometrics, it's now all about integration with existing security," says Joseph Kim, associate director of consulting with The Biometric Group. "Vendors

used to have products that required ripping out door locks and putting in readers, but now they're just beefing up what's already there."

Security firm Privaris has developed an affordable alternative to the large, pricey palm and fingerprint scanners currently on the market. The BPID device is about the size of a thumb and uses fingerprint biometrics to authenticate its owner. Because it has Bluetooth capability, it can be used to secure a data center by having authorized users carry the device in their pocket. The company built the device specifically to overlay an existing security

Processor.com

system, so there's no need for ripand-replace. Also beneficial is that the handy little gadget can be used for network access control, replacing passwords for PCs, files, VPNs, or digital files.

Rackmount Neat-Patch Cable Organizer

Environmental and access controls are crucial for an efficient data center, but so is the comfort that comes with knowing that a trip to the back of a rack won't make you think of spaghetti. Rackmount (www.rackmountsolutions.net) has developed a kit that lets data center managers arrange their rack or cabinet using placement guides and an easy-to-follow installation guide that's right on Rackmount's Web site. The organizer promotes bend radius compliance, and according to Rackmount, the cables are easier to trace from panel to electronics.

There are two versions: the NP2 horizontal Wire Manager alone or the more advanced kit that includes 24- x 2-foot UL-approved CAT 6 flush molded, snagless patch cables. Whichever a data center chooses, the effect will be noticeable, Rackmount promises. The noodle-looking mess that leaves many managers sighing in frustration when they have to follow a cable from plug to device will be a thing of the past.

Flexspace Cablefloor

Although many data centers use raised flooring as a way to circulate cold air throughout the room, it's also pretty handy for making sure those many cables are tucked away neatly. Flexspace (www.cable floor.com) notes that its flooring is appropriate for SMEs because it's cost-effective and can be installed quickly, unlike some larger data centers that need to raise floors by a significant amount, which translates to expensive and lengthy installations. Cablefloor boosts floor height only 2.5 inches, enough for an SME's cable organization needs without overdoing it.

Panels are located in a grid pattern, and any of them can be removed to get to cabling that lies below. Because all of the flooring can be removed like this, it can be reconfigured quickly or serviced more easily, the company says.

Winsted High Capacity **Media Storage Cabinets**

For those data centers using tape, or simply without the room for shelving units that are spaced apart enough for an employee to stroll through, Winsted (www .winsted.com) offers cabinets that roll on low-profile rails. Similar to what's seen in many doctors' offices, these units can triple the amount of storage by pushing together multiple shelves, which can be easily tweezed apart thanks to the rails.

Winsted notes that the system can be expanded, altered, or

Wouldn't This Be Nice?

Although raised flooring has come a long way in the past decade in terms of development, many data center managers still yearn for floor tiles that are even more adept at allowing for air circulation. "With an environment that has blade servers, you can't push enough cool air through the tile to keep it at the right temperature," says Bill Hunter, chief engineer at Cingular Wireless. As a result, IT managers are investing in water-cooled shelving units and other "room within a room" approaches.

Perforated tile that has the ability not just to circulate air but also to somehow create cooling on its own would be ideal, Hunter says. "That would be nice, if the flooring was part of the cooling system," he says. "It would be a welcome component."

relocated and that a range of cabinet sizes and designs are available. The company even has a small, three-shelf tape cart for transporting tapes from the larger shelving units to their next destination.

Information Support Concepts Thermostatic Fan Control Extends equipment life by varying the fan speed based upon temperature www.Processor.com/ISC2

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More Hard-To-Find Products

Product	Description	URL
Cutler-Hammer SurgeTrap	Designed for especially sensitive electronic loads, the surge strip reduces voltage remnant.	bb-elec.com
Data Clean Raised Floor Grommets	Keeps cold air from circulating poorly, and leaking out, by reducing the number of uncovered cable openings.	www.dataclean.com
Turtle Hard Drive Cases	Heavy-duty cases in aluminum or plastic for transporting hard drives.	www.turtlecase.com

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The rPower RS232-enabled meter features an eight-channel. auto-scrolling capability and provides remote monitoring for 20-60 Amp (125 / 208 Volt) rackmount enclosure power solutions. rPower also has a high-res color display that can be viewed from as far away as 12 feet. In addition, the device connects to traditional console port switches and can be managed simultaneously with other RS232-based devices.



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Can't Find It? No Problem!

A Review Of Hard-To-Find **End Nodes & Components**

by David Garrett

SOMETIMES THE HUNT for hardto-find products takes more effort than it's worth, but there's help. Firms such as StarTech.com and CUE Technologies can help you find obscure and obsolete products. CUE's president, Jodi Jenner, likens her firm to Sherlock Holmes, adding that all kinds of companies have called on her in the past, including NASA. "They wanted certain older hard drives that go into the space shuttles,"

she says. Many of Jenner's customers have system designs that rely on old parts and can't be changed, often because they've been approved by the FAA or other government agencies. Of course your needs may not be as stringent, but they're just as important, so we've listed end node products below that hide out in the darker corners of the market, waiting for you to find them.

KVM Relief

Running a dozen servers from a KVM switch is convenient and

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saves time and money to boot. But what if you have

PCs and Sun machines on the same network? You'll need a special adaptor to put them on one KVM box.

StarTech.com (www.startech.com) makes one. Its SV125 Sun to PS/2 Keyboard/ Mouse Converter lets you plug a Sun workstation or server into the same KVM switch used for your PCs, as long as the Sun has a Mini-8 pin keyboard or mouse connection (most do). The converter also supports power-on simulation and "hot" plug and play for nearly any PS/2 keyboard

If your data center is down the hall and you hate the walk, StarTech.com's PS/2 + USB KVM Console Extender lets you control a server bank up to 500 feet away using standard UTP cable. The Extender, which lengthens the reach of a standard KVM switch, supports PS/2 and USB connections for convenience and can be used to control your desktop machine as well.

Takes A Beating . . .

Some products are so hard to find that you can't find them at all: You have to make them. If you need something so tough that "normal" ruggedized equipment won't cut it, DI (short for Diagnostic Instruments) can help, whether you're working in a mineshaft or a desert.

DI (www.ruggedhandheld.com) makes customized rugged handhelds, notebooks, and other equipment for Intrinsically Safe (Ex) certification, data acquisition, and radio frequency identification in horrid conditions. Its solutions can improve tolerance for dirt, rust, water, and vibration or help a PDA or notebook withstand a fall. They can even help ward off solvents and other nasty liquids.

If you want something off the shelf, VarTech Systems' VT150X (www.vartechsystems.com) is a flat-panel LCD that can be fully submerged in water and still keep a bright, high-res image on its 15inch screen. There's even a touchscreen version because keyboards can be hard to use under water.

Inside-Out Hard Drives

Got a spare hard drive? You can turn an old internal drive into an external drive for backup or file transfer with MadDog Multimedia's MegaVault 3.5-inch Aluminum Anodized USB 2.0 and FireWire Hard Drive Enclosure (www.mdmm.com).

The Enclosure snaps over an existing 3.5-inch drive from Hitachi, Seagate, Maxtor, and most other makers.

> It's designed to dissipate heat and stack drives to save space and comes in a 2.5-inch version for notebooks and other 2.5-inch drives. While USB

enclosures can be easy to find, Fire-Wire and 2.5-inch products are far less common. Sabrent (www.sabrent.com) and StarTech.com also

offer enclosures, all for under \$100 and often for under \$50.

Printing With Heat

Need a printer? Not a problem. Need a thermal printer? That's harder. Need a mobile thermal for special warehouse use or one that supports high-volume needs? What about one that's wireless? Good luck.

But Zebra (www.zebra.com) can help. Zebra makes high-end thermal printers of every shape and size, including barcode labelers,

Most Unique Product

If you've got an ultra-slim, ultrasleek notebook, you know how easy it is to carry around the office—but how tough it can be to hook up peripherals. Most subnotebooks don't have the ports that other larger notebooks do. As a result you can't use some of your favorite gadgets.

StarTech.com's 2 Port RS-485/RS-422 Serial PCMCIA CardBus Adapter is an inventive little product designed for just such a problem. It lets you plug not one but two serial ports—say, for a monitor and an older PDA-into a standard PCMCIA card. The card does little to drain your notebook's power and comes with a single DB-9 serial cable for convenience.

RFID encoders, and card printers. Take the QL220 Plus, a mobile thermal printer that's useful in retail, field service, and healthcare environments

The 220 prints a 2-inch label or receipt at a resolution of 203dpi and a speed of 3 inches per second, as does its high-end cousin, the QL 420 Plus. But the 420 can print a 4-inch label or receipt, which makes it useful in shipping, postal, and distribution environments. Both printers have built-in Bluetooth for wireless use. The 220 retails for \$600 to \$1,000; the 420, from \$800 to \$1,200. Price varies by vendor.

More Hard-To-Find Products

Product	Price	Description	URL
NEMA 4X Integrated 15.1- inch Flat Panel	For pricing, contact Mainline at www.mainline computer.com	A 15-inch flat panel with a stainless steel enclosure that's meant to be mounted on a wall or used in food, pharmaceutical, and chemical industry environments. It has an impact-resistant window made of polycarbonate and a built-in keyboard and keyboard bay.	www.mainlinecomputer.com
WizCom QuickLink-Pen Elite	\$135 to \$190 (varies by dealer)	A pen-sized scanner that can be used just like a highlighter. It reads notes out loud; beams data to smartphones, PDAs, and PCs; and has a USB connection for your notebook or desktop.	www.wizcomtech.com
Zeomi ZTab Keyboard (Models ZKB-0401 and ZKB-0501)	\$39.95	Keyboards with an extra TAB key that's conveniently placed for use in applications such as Excel, where the TAB key is used to navigate.	www.zeomi.com

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A Look At Desktop & **Notebook PC Lifecycles**

Continued from Page 1

aiming at? Fiering says Gartner is still seeing four years as a reasonable lifecycle average for desktop PCs and three years for notebooks. In some cases, she adds, fixed function or task workers could extend the desktop lifecycle to five years. The higher failure rate for notebooks, along with longer and more expensive repair costs, says Fiering, make the longer lifecycle scenario for notebooks unattractive to most enterprises.

The Case For Shorter Lifecycles

Companies that may want to justify longer PC and desktop lifecycles may not be able to do so in every case. For example, says Fiering, even the "most rigid, lockstep upgrade companies" still have to add new systems every year to account for attrition or new hires. Obviously, a company in the midst of an aggressive growth and hiring cycle will spend more on new PCs.

Another factor that could contribute to shorter lifecycles is the introduction of new enterprise software applications, such as new operating systems or ERP or CRM systems, that impact employees en masse. In the context of a huge enterprise upgrade, the cost of upgrading client-level hardware to the required capabilities may be small in comparison. So the cost of a desktop and notebook upgrade may simply be rolled into the overall costs for a strategically important enterprise application upgrade.

Shorter lifecycles also might be mandated by security considerations. Combating vulnerabilities and ensuring an installed PC base is protected from security attacks may require an OS upgrade that in turn requires new hardware to work properly. For example, if Microsoft's Vista provides a sizable step change in OS security, will businesses rush to upgrade their hardware, so they can upgrade their installed user base to Vista?

Notebooks: Convenience At A Price

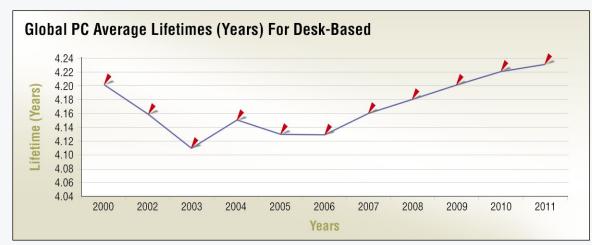
The convenience and mobility of notebooks comes at a price: The TCO is higher for notebooks than for desktops.

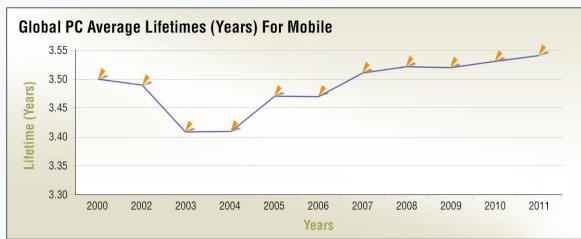
Gartner's Fiering says designing a notebook requires trade-offs to optimize performance, size, weight, thermals, battery life, price, and durability. Also, she adds, users are demanding thinner and lighter notebooks, so designers have little space to work with as they try to cram as much as possible into the smallest possible space.

The result is highly customized designs that require specialized technicians to work on them when repairs are needed. Notebooks, says Fiering, usually have to be sent to a depot, so the more complicated repair work can be done. Turnaround on depot repairs averages five days, she adds, so notebook repairs also impact employee productivity.

Trends In Lifecycle Lengths

These two charts show Gartner's assumptions for global PC average lifetimes, in years, for desk-based and mobile systems. The information was gathered through end-user interviews and other forecast data. Although these lifetimes reflect Gartner's current expectations, analysts note they're seeing signs that lifecycles could decrease over time.





Source: Gartner, Inc.,

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According to a recent Gartner Group research note, "User Processes and Tools to Reduce TCO for PCs, 2005-2006 Update," notebooks used by traveling users have a TCO 25% higher than notebooks used by what Gartner calls day extenders, or workers who don't travel but use notebooks to take work home.

Prolonging the lifecycle of a notebook may result in higher overall repair costs because of the unique nature of notebook repairs. So when a notebook computer begins to give frequent problems, it may be more cost-effective to retire it and purchase a new one. As Gartner's Fiering puts it, for notebooks it's a classic "pay me now or pay me later" scenario.

Desktops: The Trusty Workhorse

Desktops, on the other hand, have traditionally been designed from the ground up with ease of upgradeability in mind. If a desktop computer fails, the cure is usually the replacement of the failed component, an operation easily performed by in-house support personnel. Even motherboards on desktops can be replaced with minimal hassle.

Another advantage of desktops is the ability to not only replace, but upgrade components. Need more storage space? Install an extra hard drive. Need more memory? Add more RAM. Even CPUs can be upgraded under the right circumstances, although the frequent changing of socket designs and chipsets by both Intel and AMD whenever new CPU models are launched makes this more difficult than swapping hard drives or memory modules.

But, Fiering says, there is a trade-off for desktops in the latter part of the lifecycle. As the computer ages, the hardware may not be capable of running a new operating system or software application. When this occurs, it may be time to replace aging desktops because the alternative could mean delaying the purchase of new software just to keep older hardware around a little longer.

In other words, it's not wise to limit necessary software purchases to save a few dollars in hardware replacement costs. Hardware prices continue to plummet even as technology gets better, so future outlays for desktops and notebooks mean purchasing better hardware for less money.

The convenience and mobility of notebooks comes at a price: The TCO is higher for notebooks than for desktops.

Fiering also says that as desktops age, the need for more frequent support calls may increase, which impacts the bottom line. So although desktops enjoy longer lifecycles, it's important for the IT department to monitor lifecycles to ensure older hardware is not kept around longer than absolutely necessary.

Better Technology?

In today's world product lifecycles are measured in months, especially for technology devices and applications. Businesses that need to stay on the cutting edge to remain competitive may find themselves in a PC and notebook computer arms race that never seems to end. The important thing is to ensure PC and notebook lifecycles are in tune with the needs of the business. If a business does not require the latest and greatest software and OS upgrades as soon as they're available, extending desktop and notebook computer lifecycles may be a good move.

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Software & Services You May Not Know About

Products Off The Beaten Path Can Boost Your Productivity

by Christian Perry

A STROLL THROUGH ANY data center or IT shop will reveal the usual software and services suspects, but now and then you'll discover products that make you wonder how you ever survived without them. We found several products that aren't necessarily well-known but can deliver immense value thanks to their unique qualities.

Software

Here are some unique software options.

EndPointSecurity
(GFI; \$2,500 for up to
250 computers; www.gfi
.com). As portable devices
grow more numerous and varied,
the challenge to secure company networks increases immensely as those
devices connect from both within and outside
the network. Many security products include
components that specifically address mobile
devices, but GFI's EndPointSecurity handles

only those types of devices and does it well.

"With EndPointSecurity, you can actually define who can use devices, who can connect their iPods, who can connect removable media," says GFI's Andre Muscat, product manager of EndPointSecurity. "EndPoint covers the hole of user error. You cannot actually hope that the users know what they're doing, so you want to make sure they are working in a controlled environment without prohibiting them from doing the chores they need to be doing."

This mobile-conscious software lets administrators provide read, write, or both access capabilities to individual users or groups for file-based media, such as CDs and DVDs, as well as block-based media utilizing USB, Bluetooth, FireWire, and Wi-Fi connections. They can also monitor removable device use and block access if the software determines that the device's use is suspicious.

An effective mobile security solution shouldn't be complicated, and EndPoint-

Security delivers easy administration and easier deployment—plug-and-click configuration allows for simple company-wide policy enforcement through grouping permissions.

LinkFixerPlus (Linktek; about \$7,300 for five-seat license; www.linkfixerplus.com). Document migrations can be a monumental headache, particularly when links become broken due to naming variances between servers or other technical prob-

PageMaker, or HTML files in batch and automatically maintains them. Heavy-duty search and replace abilities let you repair broken links easily and effectively, including options that let you modify only parts of a path in a link.

Versions are available that accommodate particular software, such as Microsoft Word or Web-related files, but Linktek also offers LinkFixerPlus Gold, which handles all supported file types.

AiroPeek VX (WildPackets; \$89.95; www.wildpackets.com). As VoIP continues to infiltrate businesses, the need for accurate diagnostic tools grows ever more pressing. WildPackets takes a unique approach to VoIP diagnostics with its AiroPeek VX tool, which combines both wireless and VoIP diagnostics in real time.

AiroPeek VX includes a wide range of tools that can help administrators troubleshoot and solve voice over wireless problems, including VoIP quality metrics based on the passive MOS and R-Factor scales and per-call diagnosis through signaling and media analysis. The software also displays all active and closed calls in a summary screen and features single-click drill-down ability for per-call troubleshooting.

Services

And now for the services selections.

Pegasus Point-of-Sale Repair (Pegasus Computer Marketing; www.pegasus computer.net). When any of your point-of-sale devices drop dead, affording the price

"With EndPointSecurity, you can actually define who can use devices, who can connect their iPods, who can connect removable media."

- GFI's Andre Muscat

lems. You can tackle link issues manually, but another option is to let Linktek's LinkFixerPlus solve them automatically.

This ingenious software renames Microsoft Word, Excel, PowerPoint, Access, Autodesk, AutoCAD, Adobe InDesign,

of repair or replacement isn't always a problem, but the time waiting for it can be killer. Pegasus Computer Marketing circumvents that time problem by not only repairing your POS equipment but immediately shipping a replacement in the meantime, so you don't need to wait.

"A customer can keep an inventory here, and once we're notified there's a problem, we can immediately ship a replacement part," says Pegasus Owner Jim Lewis. "They put the defective part back in the box, ship it right back to us, we repair it, and put it back in their inventory."

If time isn't a crucial factor, customers can instead choose to ship the defective part back to Pegasus first, which will then ship out the replacement part and repair the original. If time is even less of a factor, companies can ship their defective parts back to Pegasus and wait for the items to be repaired and shipped back. Some customers using this option operate on a per-unit charge, instead of using a standard contract.

"Normally what we will do is settle on a unit cost for a customer, and it's usually so much per month per unit that is in their installed base," says Lewis. "For example, if they have 300 of a particular scanner

Most Unique Product

Wrangling the onslaught of information from its many varied sources is tough business, especially when you factor in the time required to juggle the myriad required applications to handle that data. But JetBrains has developed a product that integrates the most popular everyday data so that you can forget about that juggling act.

Omea Pro (JetBrains; \$49; www.jet brains.com) blends email, desktop search, RSS feeds, newsgroups, task management, contact management, bookmarks, and instant messaging history into one elegant, tabbed interface that's a breeze to navigate and comprehend. Each of these components is surprisingly robust, such that you won't find many features in standalone products that aren't included here.

Using Omea doesn't mean you'll need to abandon business regulars, such as Microsoft Outlook, because the software features impressive integration. Flexibility is also a big selling point in Omea, as you can easily create resource categories to view and receive just the information you want.

installed, the contract would call for so much per each scanner, and they would pay that as a monthly fee. No matter how many were broken and what happened to them, we would repair them."

Blade Readiness Assessment Service (APC; \$10,200 for 5,000 square feet or less; www.apc.com). If you want to take the blade plunge or need to upgrade your existing blade environment, you're looking at hordes of analysis. Even if you think you're up for the task, inaccurate analysis can leave you regretting your eventual blade purchases. For a fraction of the price you'll pay for those new blades, APC can perform the analysis for you with its Blade Readiness Assessment Service, which determines the feasibility of deploying blades in your current data center.

"We'll do a measurement of existing temperature conditions using thermal imaging, and then we'll measure their existing airflow conditions, as well as look at their current power and cooling capacity at the room level, as well as the row level," says Steve Sebolt, product manager for APC's Global Services team. "We'll also do an analysis of the ability of the current environment to install and support blades."

As part of the assessment, customers receive a report that details all measurements and other collected data, as well as APC's recommendations for expanding total blade capacity or adopting blades into a current environment, in addition to recommendations for increased density deployment.

"What we're seeing with blades is the IT group will go out and purchase blade servers and spend \$300,000 on that chassis," says Sebolt. "They then approach facilities and say, 'Here's the blade servers. Where can we put them?' This causes a lot of problems because of the power and ultimately the cooling requirements that these blade servers need."

More Unique Software

Here's a glance at more products that demonstrate the potential to be essential.

Bladeworks (Infoglide Software; contact company for price; www.infoglide.com).

This configurable, plug-and-play software searches, analyzes, and operates on transactional and historical data in real time across remote and disparate databases. According to its developer, Bladeworks eliminates data quality, integration, and latency problems typically found in data silos and data warehouses.

BlueSweep (AirMagnet; free; www.air-magnet.com). After a slow start in previous years, Bluetooth is finally gaining steam and

acceptance as a wireless standard.

AirMagnet's free BlueSweep identifies every local Bluetooth device, sees the interconnections between those devices, and identifies the available services on each device.

VMware Server (VMware; free beta; www.vmware.com). Need a new server but can't afford the hardware? VMware Server lets you partition a physical server into multiple virtual machines. This virtual environment lets you run Windows and Linux on the same physical server and evaluate software without installation and configuration.

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. Manufacturer Presentation . Physical - Cabling Advertisement

Future-Proof Your Platform with AFL's Media Converter



AFL Telecommunications' new FNT3012 Media Converter offers the perfect complement to the 24-port Ethernet Concentrator. A single-fiber customer premise device, the FNT3012 offers full-duplex 100Mb capability over a single fiber, streamlining fiber counts, fiber management, and installation costs. Additionally, the technology of the FNT3012 offers the management and future proofing expected of a carrier platform at price points that compete against today's LAN solutions.

The features of the media converter include a robust optical loss budget, loop back test function, TTC TS-1000 management features, auto-negotiation, integrated fiber management, SNMP traps, and a desktop or wall mount design.

Physical Specifications:

4.13 inches (W105mm) x 5.12 inches (D130mm) x 1.38inches (H35mm) Weight: Max 0.66 lbs (0.3 kg)

Port Specifications:

Wavelength: 1310 tx / 1550 rx Optical Loss Budget: 0 to 16 dB Fiber: Standard Singlemode Connector: Standard SC (non-angled)

Interface Specifications:

- 10/100BASE-TX, TTC TS-1000Class-S

- 100BASE-FX

www.Processor.com/AFL



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Manufacturer Presentation _

Physical - Racks & Furniture Advertisement

New DuraRak Server Enclosures Take The Pain Out Of Managing Servers

"Convenience Edge" package simplifies the IT Manager's job of organizing and managing network equipment

Each DuraRak comes equipped with a unique "Convenience Edge" package with valuable features that enhance usability. The "Convenience Edge" package includes:

Integrated Cable Management System

Allows cables to be easily routed within the enclosure through one of five access points.

Split Rear Door

Allows easy access to equipment while minimizing space requirements behind the enclosure.

Worry-Free Compatibility

DuraRak is designed to be compatible with equipment from leading vendors including IBM, Dell & HP



For adaptability, DuraRak offers models with optional side panels that allow multiple units to be joined together, making server rooms easily expandable. Additionally, DuraRak offers clearly numbered rails to make the planning and installation of network equipment effortless. The quick release, perforated mesh doors improve equipment reliability by maximizing passive airflow.

"DuraRak is ready for the next generation of rackmount and blade servers," notes Robert Brookes, senior product manager at StarTech.com. "Servers are running hotter and require larger depths, so customers will be ready for the future with DuraRak's great passive cooling and available 42" depth."

The DuraRak line offers a large selection of server rack enclosures in a range of sizes and styles including open and closed rack- and wall-mount units. DuraRak is ideal for data centers, industrial control centers, telecommunications closets, A/V control centers or any situation where network equipment needs to be organized and secure. Additionally, most DuraRak units ship fully assembled, greatly reducing installation time.

Please visit www.Processor.com/StarTech for more information



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The Secure Laptop/ Notebook Cabinet (SLNC) fully powered cabinet is designed to house up to 18

laptops/notebooks with internal power bars for charging. The unit even has a network capability for Internet updates while secured. These cabinets come with a two-piece all-steel tambour door, a lock with two keys, and a power bar for keeping each laptop fully charged. For More Information, Visit: www.Processor.com/ISC3



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Product Releases

Cable Distribution

■ APA Cables & Networks announced the availability of the 96-count FSC (Fiber Scalability Center). This is the latest addition to its FSC, which is a line of OSP (Outside Plant) cabinets for FTTP (Fiberto-the-Premise) architecture. This FSC was designed for broadband service providers who needed smaller cabinets where they wouldn't have to worry about jeopardizing port access. The trim design is easy to work with and also gives field technicians easy access to fiber ports in crowded fiber cabinets. This 96-count FSC has many features, including a more aesthetically pleasing and easier to conceal look and use in grow-asyou-go environments.

■ Device Technologies released an advanced wire tie assembly that uses the Push-Mount Wire Tie. The tie doesn't have the sharp ends some other wire ties have. The Push-Mount Cable Tie Assembly supports panel sheets with a 0.135-inch max thickness. The tie has a low profile that lets users move cables without snagging them. The tie's low profile receptacle is higher than the terminal end, which makes the tie smooth.

Racks & Furniture

■ When floor space is at a premium, consider rackmount server cabinets that you can mount on the wall. Rackmount Solutions' WRSX-30 and WRPX-30 series cabinets are 30 inches deep with locks in the front and rear. Each cabinet can hold up to 150 pounds of equipment, all of which mounts to the backpan of the unit for better balance. Units range from 4U to 8U in height with solid or plexiglass tops.

COMMUNICATIONS

Content Networking

■ WANJet, the WAN optimization appliance from F5 Networks, is now available with version 4.0 software. Designed to speed up remote application access, CIFS data transfers (especially repeated ones), and Windows file sharing, a single WAN-Jet appliance can scale up to 10,000 concurrent connections and up to 622Mbps of throughput. WANJet works with F5's Transparent Data Reduction technology to reduce redundantly transmitted data by up to 95%.

Network & Systems Management

■ Raritan announced the CommandCenter NOC monitoring and reporting device for small to medium-sized enterprises. The CommandCenter NOC delivers data concerning security vulnerabilities, network and systems performance, and hardware and software assets. The plug-and-play device is compatible with other third-party platforms, including HP's OpenView, IBM's Tivoli, and CA's Unicenter. The CommandCenter NOC will be available in three configurations starting at \$5,995.

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■ Sun Microsystems announced its Sun Java System RFID Software 3.0, the latest RFID software from Sun that speeds deployment and administration of RFID networks. Version 3.0 offers users a number of enhancements, including certified integration with the SAP Auto-ID Infrastructure component of the NetWeaver platform, as well as integration with the Java Composite Application Platform Suite. Sun Java Systems RFID Software 3.0 also supports Java ME Devices. The interface features an improved management console, and there is an extended developer kit available, which lets users further customize their APIs (application program interfaces).

■ Sybase released its RFID Enterprise 2.0. This is an RFID data management and integration product that better helps enterprises manage deployments. RFID Enterprise 2.0 features device grouping for improved scalability; support of multiple protocols; and a database management system featuring ondisk encryption, query processing technology, and smart partitions. This software also has an IDE (integrated development environment) that supports business process orchestration, transformation and rules, business activity monitoring, and a number of mobilization features, including alerts and notifications.

Security

■ Astaro added Sensory Network's Nodal-Core C-2000 to its Security Gateway 425 and new 525, a UTM (Unified Threat Management) device. The NodalCore C-2000 is a security acceleration card that boosts security programs to multigigabit speeds.

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■ The NetDefend DFL-CPG310 and DFL-CP310 devices from **D-Link** include a software bundle from Check Point to let SMEs protect their network resources. The DFL-CPG310 is a wireless device, while the DFL-CP310 is wired. Both units include Check Point's Embedded NGX, Firewall-1, and VPN-1 software. The Firewall-1 software provides a stateful inspection firewall that monitors incoming and outgoing traffic. Both units are able to prevent virus infections at the Internet gateway before they can infect connected systems. Additional features include color-coded threat reports, Traffic Shaper software for QoS, and a setup wizard. An integrated USB port allows users to connect a printer directly to the network. The wireless system includes support for WLAN and LAN traffic separation to prevent unauthorized WLAN users from accessing LAN resources and support for WPA2 encryption.

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Monitor Your Environment Efficiently

ATEN'S ALTUSEN GN0116 Offers A Remote, IP-based Environmental Monitor

by Ed Tittel

THOUGH WELL-KNOWN for its excellent KVM devices, which permit a single keyboard, video output device, and mouse to drive multiple PCs, Taiwanese manufacturer ATEN has many more tricks up its technical sleeves. Among these is the ALTUSEN Guardian over the NET (GN0116) product, which is a control unit that permits remote monitoring and management of servers or other sensitive

equipment rooms across any IPbased network.

A single GN0116 unit can support up to 255 additional daisychained units, suitable for remote environment monitoring and management for organizations all the way up to enterprise scale. Installation has been designed to be both fast and simple and requires attaching the proper sensor and network cables to the device, followed by a brief, easy setup procedure. The GN0116 also features upgradeable firmware, which means that administrators need only download and install the latest version from the vendor's Web site using a current Web browser with 128-bit SSL encryption enabled (IE 5.5 or Netscape 8.0 or more recent versions are required to manage or update these units). The unit includes a switchable power supply and multiple power cords, so it works with equal facility on 110 to 120V AC in North America, or on 220 to 250V AC elsewhere in the world.

The GN0116 includes both RJ-45 and RS-232 for remote access via LAN or conventional telephone modem and uses RS-485 jacks for in- and out-bound daisy-chaining.

The unit's sensor inputs—which may be attached to one or two temperature sensors, smoke detectors, humidity sensors, and so forthinclude two resistance and one voltage analog inputs, as well as one digital input. Its dimension (17.32 x 6.06 x 1.75 inches [HxWxD]) fit well within standard rackmounts (rack-mounting brackets are included as part of the standard product package).

ATEN's chief competitors are offerings such as Sensatronics EM1 (www.sensatronics.com) and Server Technology's EMCU-IP environmental monitor (www .servertech.com). Another leading competitor is the Avocent

EVR1500 (www.avocent.com), which can be managed with its DS Series DSView3 software or with an Internet browser through a Java-type interface. The GN0116's primary benefits include a strong global market presence, outstanding enterprise scalability, and good rackmount form factor (two of the three other products mentioned are not designed for rackmount use).



SNAPSHOT

ATEN ALTUSEN GN0116

A rack-mountable, IP-accessible remote server or equipment room monitor that can provide temperature, smoke, humidity/wetness, and power sensor information, where up to 255 units can be daisy-chained to work through a single console

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Product Releases

Continued from Page 16

■ The Gateway Security 1600 Series security appliance from Symantec provides eight different types of protection from Internet threats in one bundle that targets SMEs, as well as branch offices of larger organizations. The Gateway Security 1600 Series includes antispam, antivirus, antispyware, SSL and IPSec VPN connectivity, firewall, intrusion prevention, intrusion detection, and content filtering. The content filter is able to block access to targets based on a list of restricted URLs or using Symantec's Dynamic Document Review, which evaluates sites on-the-fly and determines whether it should allow access. The system's VPN capabilities allow administrators to scan remote systems to ensure that they meet network security policies before connecting the system to the network. The series includes Gateway Security Advanced Manager 3.0 to help provide central, Web-based administration of "hundreds or thousands" of Gateway Security 1600 Series devices.

■ Trend Micro released its InterScan Web Security Appliance. The new appliance sits

at an enterprise's Internet gateway and helps protect the network from spyware, viruses, and phishing attacks. When the system detects malware, it can collaborate with Trend Micro's Damage Cleanup Services to automatically remove malware. URL filtering provides additional help in preventing malware from even getting into the network. Finally, the InterScan Web Security Appliance can work in conjunction with standalone security software from Trend Micro such as Trend Micro Anti-Spyware Enterprise Edition. The InterScan Web Security Appliance starts at \$20,000 for up to 2,500 users and \$30,000 for up to 5,000 users.

Telephony

■ RAD Data Communications released several updated and new access solutions, aimed at service providers and 3G network operators. The new ACE-3x00 family of multiservice aggregation units is designed to let users simultaneously support TDM (Time Division Multiplexing) and ATM (Asynchronous Transfer Mode) over packetswitched networks. The Airmux-200 is a fully compliant multiplexer that wirelessly

connects E1/T1 and Ethernet networks. RAD also announced that it has enhanced its Link Access family of Integrated Access Devices by including pseudo-wire technology, which helps telecommunication companies support both emerging and existing network infrastructures.

■ Verso Technologies launched its SIP (Session Initiation Protocol) Gateways, a VoIP gateway that includes an integrated, full-featured IP router. The Gateway models include the NetPerformer SDM-9220GW, SDM-9230GW, and SDM-9210GW. These Gateways support between one and six T1/E1 digital interfaces and provide a call capacity between 15 and 120 voice channels.

Video

■ Sony introduced five IP-enabled IPELA digital cameras, a new network surveillance recorder, and a video network server for analog cameras. The SNC-RX550N PTZ can pan 360 degrees and cover 90 degrees vertically. This model includes a 26X optical zoom lens and sells for \$3,000. The SNC-CS50N is a fixed-angle, PoE camera that sells for \$1,584. The SNC-RZ25N

provides MPEG-4 video at 15fps in 640 x 480 or 30fps at 320 x 240. Using JPEG, the camera can provide 18fps at 640 x 480 or 30fps at 320 x 240. This camera also includes an integrated Web server allowing users to access the camera remotely using a Web browser. The SNC-P5 is a pan/ tilt/zoom camera featuring a 3X optical zoom. The SNC-P5 includes bidirectional audio capabilities, supports motion detection, and sells for \$950. The SNC-DF70N is an IP66-rated camera that supports PoE and has an analog output. The SNC-DF70N sells for \$1,100. Sony's NSR-100 is a network surveillance recorder that provides as much as 1TB of storage for digital video. The system includes RAID to help protect against data loss and supports pan/tilt/zoom cameras and alarm functions. The NSD-100 sells for \$12,000. Finally, Sony's SNT-V704 accepts analog input from as many as four different cameras and outputs 30fps per port at 720 x 480. The SNT-V704 also includes bidirectional audio support and pan/tilt/zoom control for both Sony cameras and third-party cameras. The SNT-V704 sells for \$810.

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Keep Your Network Healthy

TippingPoint Offers First 60Gbps Chassis-Based IPS

by David L. Burkett

TARGETED AT large enterprises, universities, financial services, government agencies, and service providers, the M60 chassis offers the ability to aggregate IPS (Intrusion Prevention System) hardware into less space, providing higher port density, increased network segmentation, and greatly increased throughput (as high as 60Gbps). These improvements combine to ensure fast, reliable real-time network security.

The M60 chassis and corresponding IPS modules (blades) block viruses, spyware, phishing attempts, Trojans, DoS attacks, and advanced DoS attacks with a switch-like latency of less than 150 microseconds. The modules are routinely updated through the TippingPoint Digital Vaccine service, so there is no need for emergency patching to guard against new threats.

The device, which is the first to offer 10Gbps Ethernet physical connectivity directly to the customer's 10Gbps network backbone,

is available in 7-, 10-, or 14-slot versions that accommodate the new IPS modules. Two of the slots are dedicated to switch fabric and management, leaving five, eight, or 12 slots to be populated with blades: the T5000, a 5Gbps module; the T2000, a 2Gbps module; or the T1000, a 1Gbps module (and/or switching modules). The new IPS modules are essentially the same as their 2U form factor predecessors. However, each IPS blade offers 12 Gigabit Ethernet ports, either copper or fiber (24 total per blade, but leveraged to 12). This is a 50% increase in port density over the existing TippingPoint IPS 2U form factor devices. Each module is capable of 1 million connections per second and 2 million simultaneous connections. The IPS will work seamlessly with 3Com's 8800 dualport switch via the switch's backplane connection.

The rack-mountable M60 chassis includes dual 2,000W power supplies. Initial setup is the same as any IPS product and requires about 15 minutes for a "factory-settings" installation.

The M60 is scheduled to ship through TippingPoint's channel partners in July and comes with a one-year hardware replacement warranty. Maintenance subscriptions cost approximately 20% of the hardware purchase price per year and provide all Digital Vaccine and OS updates. Customer training ranging from Webbased introductory to in-structor lead lab "expert" level is available and covers all aspects of IPS setup and configuration. Both premium (immediate) and standard (two-day response) support packages are offered.

None of TippingPoint's competitors, e.g., Cisco (www.cisco.com),

ISS (www.iss.net), etc. have exceeded 2Gbps throughput. The M60 offers a clear performance advantage.



SNAPSHOT

TippingPoint M60

Base chassis for the M60, which includes redundant power supplies and fan trays, starts at \$11,000

IPS appliance that can accommodate up to 12 IPS blade devices

www.Processor.com/TippingPoint2

Leave That Laptop At The Office

Circuit Systems' Fone Folio 1.0.6 Lets Users View Documents On An Ordinary Cell Phone

by Robyn Weisman

EVEN AS LAPTOPS get lighter and early adopters sport BlackBerrys and smartphones, not everyone wants to lug around an extra pound (or two or three or more) just to confirm that the department's latest Excel spreadsheet passes the sanity test. Sometimes, even the biggest workaholics like to go out—maybe see a movie or a baseball game without having to expose

their PC to popcorn and foul balls. And wouldn't it be great if they could check that spreadsheet or the draft of a confidential demand letter quickly and discretely?

Now that New Jersey-based Circuit Systems has released Fone Folio Version 1.0.6, one can. Fone Folio is a unique software-cum-service that enables users to upload Microsoft Office, Corel WordPerfect, and Quattro documents onto a regular Java- or WAP-enabled mobile phone—

basically any cell phone that has been made within the last two years, says Circuit Systems President Peter Volpa.

Users download Fone Folio onto their PCs, indicate which documents they want sent to their cell phone, and Fone Folio uploads the documents onto its secure server. In the process, the documents are protected with 128-bit encryption and compressed before they can be downloaded onto cell phones—a

process that takes maybe four seconds tops.

According to Volpa, the compressed files are not document-quality so that they can be made as small as possible. "Because [mobile phone] providers charge by the amount of data you send, you try to limit it as much as you can. We keep all the basic text stuff like color, bold, italic, and underline, but not the particular font," he says.

Fone Folio works best with Java-enabled phones used by most U.S. carriers with the exception of Verizon Wireless and Alltel, both of which use Qualcomm's BREW. While Fone Folio works with the abovementioned carriers, Java-enabled phones can do more interactions, including image zooming and additional text attributes such as strikethrough and double underlining.

"Fone Folio is a fantastic service and an interesting business

model. It's a rapid way for quick access to documents that you otherwise wouldn't have access to," Chris Swenson, director of software industry analysis at NPD Group, says.

In future versions Swenson says he would like to see Fone Folio support PDF viewing capabilities, something that Volpa says is in the works in a future version of the software. In addition, Swenson adds that the ability to edit documents in future versions would be welcome.

SNAPSHOT

Circuit Systems Fone Folio 1.0.6

\$5.99 per month service; volume discounts available

Provides users with a simple, safe, and cost-effective way to view important documents without having to lug around a laptop

www.Processor.com/FoneFolio

.Manufacturer Presentation _____ Physical - HVAC Advertisement

Ceiling-Mounted Spot-Cooling Solution

The CM12, a new ceiling-mounted packaged air conditioner; adding a space-saving, quick, and easy spot-cooling solution to MovinCool's award-winning lineup of portable workplace air conditioning products. Often the main roadblock to the efficient cooling of cramped server telecom and equipment rooms is the lack of floor space to accommodate a roll-in portable spot cooler. MovinCool has solved this problem with the CM12, a lightweight. space-saving, easy-to-install ceilingmounted unit.

The CM12 delivers 10,500 Btu/H of cooling in a compact, self-contained unit that mounts easily with standard, off-the-shelf hardware above a standard drop ceiling and requires no special electrical connections, saving time and money.

"Saving space, time, and expense for spot cooling has become essential for many businesses with critical equipment operating in confined spaces with no ventilation or air conditioning," according to John Doran, manager of the MovinCool Department. "MovinCool pioneered the concept of workspace spot cooling with its portable units," Doran adds, "and now, with the CM12, offers an out-of-the-way ceiling-mount solution that will certainly save our customers time and money, as well as space."

The new CM12 comes with a variety of built-in capabilities and safety features:

- Built-in mounting brackets designed for off-the-shelf mounting hardware
- · Conveniently controlled by most off-theshelf thermostats
- · Connects to the building control system
- · Works with fire alarm controls for safety



The CM12 has a wide operating range of 60° to 95°F on the evaporator and 60° to 113°F on the condenser. Built-in 10" supply and return air flanges with 2.7" flange depth enable easy duct installation, improved air circulation, and more efficient cooling.

Warning signals and audible alarms for condensation overflow and unscheduled shutdown are built-in and can be wired to a central location. Standard internal pump

In addition to the CM12, MovinCool offers the Office Pro lineup, a seamless series of portable spot-cooling solutions that will fit any requirement. MovinCool portable spot-cooling solutions offer more units, more power, more protection, more affordability, and higher cooling capacities than most comparable portable air conditioners up to 60,000 BTU/h.

Companies looking for additional information and advice on portable spot cooling and the MovinCool lineup of air conditioning units can visit the MovinCool Web site at www.Processor.com/MovinCool or contact the company by phone.

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OptiWatch™ is the latest version of DCS' intelligent fiber system, formerly marketed as IFS/9000 and OptiManager™. The redesigned

product is created for companies that need total control of their complex data center connectivity. OptiWatch™ intelligently manages the physical connections for the diverse hardware within data centers providing essential tracking and reporting.

OptiWatch™ is a turnkey solution consisting of patch panels, cables and management software. With OptiWatch™, every move, add and



change is tracked in real time. Management is alerted to improper connections, and the entire system runs on its own private network to protect the integrity of the data it transports.

To learn more about how data centers are now able to better comply with Sarbanes Oxley, avoid risks and maximize IT staff productivity. Visit: www.Processor.com/DCS.



Phone (972) 620-4997

Product Releases

Continued from Page 17

Wireless

- Alvarion released a 4.9GHz wireless broadband platform. The company is targeting the BreezeACCESS 4900 at the U.S. public safety market. The platform can handle secure VoIP and real-time wireless video, among other tasks. The tool has FIPS-197 certification. It also uses AES encryption and complies with the FCC's maximum high-power mask. The platform supports critical traffic prioritization and has OFDM (Orthogonal Frequency Division Multiplexing) technology.
- SMC's new Wireless Travel Voice Gateway is billed as an all-in-one networking toolkit for the business traveler. It's a VoIP analog telephone adapter with support for Internet calls as well as regular POTS calls. The Wireless Travel Voice Gateway is also an 802.11b/g wireless gateway with VPN passthrough, an SPI firewall, and has WPA2 and WEP security. SMC abbreviates the new gateway to model name SMCWTVG. It should be available next month for \$129.99.

END NODES

Monitor

- BenQ has released two LCDs with a 6ms response time, 700:1 contrast ratio, and D-Sub and DVI inputs. The FP73G and FP93G, 17- and 19-inch displays, respectively, have a 1,280 x 1,024 native resolution, and BenQ claims the models are TCO'03-compliant. The two monitors have a brightness rating of 300 cd/m2, iKey autocalibration, and a VESA standard wall mount. The FP73G has a 12mm side bezel, and the FP93G has a slightly wider 13mm side bezel. The FP73G and FP93G will be available through BenQ authorized channels for \$249 and \$329, respectively.
- The CE210W and CE240W are the latest additions to EIZO's ColorEdge family of premium, professional LCDs. The 21inch CE210W and 24-inch CE240W boast a widescreen format to give users increased horizontal viewing space and have native resolutions of 1,680 x 1,050 and 1,920 x 1,200, respectively. With the included ColorNavigator CE software, users can automatically adjust the displays' brightness, color temperature, and gamma. The software is also compatible with calibration tools, such as GretagMacbeth's Eye-One, X-Rite's Monaco Optix, and ColorVision's Spyder. Both displays feature dual DVI-I inputs

and a USB 2.0 hub for connecting peripherals. The CE210W and 240W have fiveyear warranties.

■ Samsung unveiled its 204B, a 20.1-inch LCD with a 5ms response time. The 204B features MagicTune technology, which gives users the ability to completely control the display's features. According to Samsung, its MagicColor automatically improves color quality for areas of the screen that require color correction, and Magic-Bright tweaks the displays brightness and contrast according to given applications. MagicBright has settings for word processing, viewing video on the Internet, and entertainment applications. The 204B has an 800:1 contrast ratio, 300cd/m2 brightness, and 1,600 x 1,200 maximum resolution. It has an estimated street price of \$629.99.

Notebooks

■ Dell announced two notebooks that support new Intel Core Duo, dual-core processors, as well as Solo Duo single-core processors. The Inspiron E1505 ships with WinXP Media Center Edition 2005, while the Inspiron 6400 targets business users and includes either WinXP Home or Professional. Both notebooks include a 15.4-inch widescreen display with option support for Dell's TrueLife display technology. Both models include support for as much as 2GB of DDR2-533MHz memory and SATA hard drives with capacities as large as 100GB. Wi-Fi and Bluetooth support are optional, as is a 9-cell battery that provides extended battery over the default 6-cell battery. Both notebooks also include support for new ExpressCard technology, a 5-in-1 card reader, and Dell's MediaDirect, which provides access to media files on the PC or on connected devices without having to turn on the PC.

Storage

■ EVault announced EVault ArcWare, an archive server that offers policy-based file archiving. EVault also announced the addition of policy-based data management and archiving capabilities, enhancing its flagship EVault InfoStage online backup/recovery software and EVault ProMail managed service. The combined products support file-based archiving of production servers, tiered storage for long-term archival of backup data, and email and instant messaging archival for regulatory compliance. Organizations can use these products to free up space on production servers and backup vaults, minimize backup and recovery times, lower overall operational and infrastructure costs, and help meet compliance requirements.

Asset Tracking In-Depth

Alchemy Product Uses An Admin Module That Provides Information Other Products Can't

by John Brandon

KNOWLEDGE IS KING, especially when it comes to tracking company assets. The more you know about connected systems, such as how much memory is actually installed on a client computer, the better you can plan for budgets, disaster recovery, and yearly liquidation and upgrades.

Alchemy Labs Asset Tracker for Networks 5.6, a low-cost but powerful clientless asset reporting tool, digs deeper than competing tools. Instead of relying on a client program that monitors the Windows Registry, Asset Tracker performs a more detailed evaluation using a network admin module.

The more detailed reports include serial numbers, hard disk S.M.A.R.T information

Product Releases

- JMR Electronics released its MARLIN storage product. It offers customers the newest in technologies with a 4Gbps connection to the host and SATA/SAS to the drives in a 16-bay setup. JMR's newest design is a 3U, 16-drive system that can offer up to 8TB of capacity per shelf with Hitachi Deskstar SATA drives and 2.3TB with Seagate SAS drives. The MARLIN can be expanded to up to 80TB.
- Nexsan Technologies announced that its full line of SATA-based storage now supports RAID-6, an important reliability feature for disk arrays. Now all Nexsan's SATA-based products, which include SATABeast, SATABoy, and SATABlade, come with RAID-6 capability standard. SATABeast is Nexsan's combination of reliability and cost-saving technologies that features a 21TB storage capacity in 4U of rack space. SATABoy is designed for intense computing environments, featuring a sustained throughput speed of up to 370MBps and Dual 2Gb Fibre Channel connectors. SATABlade is made for businesses requiring superior performance and a high level of scalability in a SATA environment. This RAID-6 option provides protection against the failure of any two drives in a RAID display and against any chance of running into unrecoverable media errors during a RAID-5 rebuild process.
- SIIG released the first four products from its new line of ExpressCard connectivity adapters. It includes the FireWire 2-Port ExpressCard, Serial ATA II Express Card, Serial ATA II ExpressCard RAID, and CyberSerial Dual ExpressCard. The FireWire 2-Port ExpressCard and Cyber-Serial Dual ExpressCard come in the ExpressCard/34 module size, whereas the Serial ATA II Express Card and Serial ATA II ExpressCard RAID use the ExpressCard/54 module size. In addition, upcoming ExpressCards include the FireWire 800 ExpressCard, FireWire 2-Port ExpressCard DV-Kit, CyberSerial Express-Card, and ExpressCard/34 Card Carrier. All of these cards are compliant with the PCMCIA's (Personal Computer Memory Card International Association) Express-Card standard.
- **Tabernus** announced the Elite 800 Server Series, an industrial grade drive erasing and imaging hardware appliance. The Elite 800 Series has eight drive loader carriers that can erase up to 4TB of data from eight hard drives simultaneously. For high transfer rates up to 3GBps, Tabernus uses High-Point's RocketRAID SATA controller cards which also provides the ability to hot-swap IDE and SATA 3.5-inch drives. The Elite

800 Series comes with Disk Purge Enterprise Edition Linux version. Users can also connect up to four systems together to monitor, erase, and report up to 32 drives at

■ Tandberg Data announced its latest tape drive, the Tandberg 220LTO, designed for network, desktop, and workstation backup. It is a half-height tape drive that uses standard LTO technology. The drive features not only a low-profile design but also provides backup technology for 100GB at a 16MBps transfer rate. The drive is available as a bare drive or as an internal or external kit that includes backup application software, a SCSI cable, tape cartridge, and terminator.

Telephony

■ Polycom and Avaya have collaborated to create the SoundStation2 conference phone. The phone features a backlit LCD display, international caller-ID, an integrated address book, and a cell phone connector port. Avaya customers can also take advantage of the optional Computer Calling Kit, which lets you use compatible Internet calling software and softphones. The Sound-Station2 is available for \$1,049.

SOFTWARE

Business Productivity

■ Two document management and workflow software titles at Optical Image **Technology** got a bump to version 9. DocFinity Dashboard/Statboard 9 and DocFinity Reports 9 both have new auditing and automatic reporting capabilities to comply with Sarbanes-Oxley and HIPAA. The applications also track inventory and employee productivity and support secure access over the Internet.

Database & Data Mining

- Midland Information Systems announced new SQL monitoring agents, including Tango/04 SQL Monitor, which can compare SQL statements against a database engine. Tango/04 is flexible, with options to flag only highly suspicious events rather than all occurrences that raise suspicion. When Tango04 is combined with VISUAL Message Center SmartConsole, it can perform automated security actions, such as holding jobs, disabling user profiles, and removing authorization to tables. It can also generate Web-based SQL activity reports and export data to a variety of formats, including Microsoft Excel.
- Red Earth Technologies released Superior SQL Builder Standard, which cuts down on time cleansing, converting, and Go to Page 20

(which is useful for understanding impending disk failures), motherboard model, and the installed memory modules. The Windows Registry is notorious for maintaining inaccurate information long after a program has been uninstalled; Asset Tracker examines hard disks for installed programs, any installed printer and network device drivers, BIOS changes, and any attached network shares. Asset Tracker can even create reports about which users have logged in to that system, which is a useful security aid.

Asset Tracker includes 19 default reports for asset tracking and also lets network admins create customized reports. For example, using the included Report Builder tool, you could create a report that lists only client software programs and device drivers. The tool supports ODBC-compatible databases and lets network admins generate reports as CSV files, text files, Web pages, or Excel files for use in other network programs.

Perhaps the most attractive feature is the price. Other asset tracking systems, such as Absolute Software's AbsoluteTrack (www .absolute.com), also examine client PCs for installed software and attached devices but cost several hundred dollars more and are geared more toward large enterprises with thousands of attached clients. Alchemy Labs Asset Tracker for Networks costs \$199 for 25 PCs or \$799 for 500 or more PCs. The company also offers site and worldwide licenses for larger corporations.

SNAPSHOT

Alchemy Lab Asset Tracker for Networks 5.6

\$199 for 25 PCs; \$799 for 500 or more

Provides detailed reports that include serial numbers, hard disk S.M.A.R.T information, motherboard model, and installed memory modules

www.alchemy-lab.com

Manufacturer Presentation **_**

Intrusion Prevention Up To 60Gbps!

TippingPoint M60 sets new benchmark performance

The TippingPoint M60 is the industry's first Intrusion Prevention System (IPS) chassis and corresponding IPS modules able to scale up to 60Gbps.

As network bandwidth and throughput increase, enterprises demand security products that can meet those performance requirements in order to ensure real-time security. The TippingPoint M60 chassis supports 10 Gigabit interfaces and is available in 7-, 10- or 14-slot versions that hold the new IPS modules. It responds to customer demand for increased port count for greater network segmentation and higher throughput.

Three IPS module versions correspond with the TippingPoint M60 chassis: the T5000, a 5Gbps IPS module; the T2000, a 2Gbps IPS module; and the T1000, a 1Gbps IPS module. Each module offers the same functionality as the systems in the



TippingPoint M60

award-winning TippingPoint Intrusion Prevention System product line. However, the new IPS modules offer 12 Gigabit Ethernet ports, either copper or fiber, which is a 50% increase in port density over the existing TippingPoint Intrusion Prevention System product line. This allows for a maximum of 144 Gigabit Ethernet ports, which gives customers greater ability to segment the network. In addition to working with the TippingPoint M60 chassis, the IPS modules also work seamlessly with the 3Com® Switch 8800.

Each IPS module is capable of more than 2 million simultaneous connections and 1 million connections per second with switch-like latency of less than 150 microseconds. The IPS modules block worms, viruses, Trojans, Spyware, Phishing and Denial of Service attacks and are updated on a regular basis to protect against the latest threats through the TippingPoint Digital Vaccine® service.

> For More Information, Visit: www.Processor.com/TippingPoint2



Wi-Fi Spectrum Analysis Solution

Now With Updated Software Version 2.0!

BumbleBeeTM is a precision-calibrated Wi-Fi spectrum analyzer that measures 2.4GHz, 4.9GHz and 5GHz (other models include Wi-MAX

and 900MHz). The handheld BumbleBeeTM allows the user to capture, display and log RF data for network installation, coverage and interference analysis. The iPAQ's touch screen allows field engineers to perform advanced spectrum analysis, including three WAVEFORM TRACES, PEAK HOLD and PEAK SEARCH with PACKET / INTERFERENCE TRIGGERS

New displays in BumbleBee 2.0 include: SPECTROGRAM, HISTOGRAM and PERSISTENCE screens with band presets and Interference ID Assistance.

BumbleBeeTM supports optional PC playback viewing software and Direction

Finding Antennae for pinpointing rogue APs, interference sources as well as wireless standards, including Public Safety Band, RFID, VoIP, 802.11(b,a,g & Bluetooth) and cordless phones/video. Available now for \$2,500 without iPAQ.

Visit www.Processor.com/BVSystems3 for more info!



Phone: (732) 548-3737

.Manufacturer Presentation ______ Communications - Security Advertisement

Network Box: Improved File & Email Policy Enforcement

Network Box has enhanced its "Unified Threat Management" solution with a new break-through in file and email policy enforcement at the gateway.



Network Box supports company policies for blocking and/or accepting email file attachments based on file extension type. The newly released Network Box "file" and "mime" email policies blocking engines extend this functionality to a new level and now support blocking of attachments based and their actual file or MIME type.

This means that Network Box systems are now able to block email file attachments based on what the files "are," rather than what they "say they are."

Blocking (or accepting) potentially dangerous file attachments in emails is common practice in the network security industry and a powerful tool in the hands of the system administrator. This functionality lets the administrator set up policies for what types of files are allowed in or out of an organization and can be used as an effective defense against executable code entering or leaving the protected network.

However, there is a problem: A file can simply be renamed to bypass the extension policy blocks. Although heuristics are present in Network Box scanning systems to prevent this for executable code, most systems are vulnerable to such policy avoidance techniques.

Recent advances in the "ease of use" of desktop operating systems are fast removing dependence on extension types for determining which application to pass each particular file on to. Newly emerging applications and operating systems are smartly determining that the file is intended for them, regardless of the file extension. The intelligence of the gateway policy and scanning engine needs to be extended to combat this new threat.

All Network Box customers have already been automatically updated to this new level of functionality and protection, using Network Box's PUSH update technology.

www.Processor.com/NetworkBox



Phone (832) 242-5757

Data Protection At Gigabit Speeds

Moving from private, leased lines to IP networks is more than a trend; it's the new reality of networking. IP networks have indisputable benefits, including lower cost, higher speeds and greater flexibility. However, these benefits come at a price—increased network vulnerability due to the inherent vulnerabilities of IP.

The CipherOptics SG1002 data protection gateway is designed specifically to protect your proprietary information and intellectual property throughout your high-speed IP net-



work. With its exclusive TILEA™ encryption architecture, the CipherOptics SG1002 can do what other solutions cannot: deliver wire-speed data protection with complete network transparency and virtually no latency. This combination of performance and ease-of-implementation is what sets the CipherOptics SG1002 apart from routers, VPN blades and firewall extensions and what makes it the best choice for data protection at high-speed.

- No encryption bottlenecks; enables up to 1.9Gbps full-duplex Gigabit Ethernet with AES encryption
- Ideal for latency-intolerant applications such as VoIP, videoconferencing and storage networking
- $\bullet \ \, \text{Ease of installation; "bump-in-the-wire" implementation}$
- Complete network transparency; the unit does not affect network traffic and does not require intensive management or maintenance
- Easily integrates into existing IP networks
- Single-screen policy configuration and centralized policy management
- Encrypts jumbo frames without degrading network performance
- Can be set up to drop all packets not coming from encryption counterpart, protecting against denial-of-service attacks and potentially obviating the need for additional perimeter security devices

www.Processor.com/CipherOptics2 Phone: (919) 865-7330



CIPHER O P T I C S

Product Releases

Continued from Page 19 transforming information within a database. The Standard Edition has many of the same tools as the pre-existing Professional Edition. Superior SQL Builder Standard includes SQL script template management and tools to remove syntax, logic, and typographical errors. The software is compatible with Microsoft SQL Server, Microsoft Access, MySQL, and Oracle. It operates on Windows 98 or later, and one license costs \$399.

Network & Systems Management

- AdventNet launched the NetFlow Analyzer 5.0, a program that scans and analyzes network traffic based on Cisco NetFlow data it collects from routers. The program replaces hardware probes and delivers information about bandwidth usage. Its features include the ability to report on a departmental IP group and support for English, Chinese, Croatian, Dutch, French, German, Japanese, and Spanish. It can also store nonaggregate data (up to two weeks worth of data). Administrators can troubleshoot the data (at one-minute granularity). NetFlow Analyer 5.0 also offers thresholds and can alert administrators by alarm or email.
- Allot Communications released a network management tool. The Allot NetXplorer supports Allot's NetEnforcer devices. Administrators can use the tool to link network behavior with business goals. The software has a single GUI and can handle real-time network troubleshooting. Administrators can see single user sessions and applications when troubleshooting network problems. It offers global visibility of networks.
- Netcordia introduced Diagnostic Center, a central console for NetMRI. The new product monitors VoIP, wireless, VPN, VLAN, and IP connections. It analyzes traffic and provides troubleshooting guidance. Diagnostic Center was also designed to identify vulnerabilities within the network infrastructure and perform compliance audits. It has tools for creating customized rules and diagnostic scripts. It supports flexible data mining and analysis and can identify IP addresses, MAC addresses, subnets, usernames, VLANs, switches, and other identifying information.

■ The SCO Group launched several new products and updates that augment the company's Unix offerings and new Me Inc. digital services. Subscriptions and OEM Commercial Licenses for MySQL for SCO OpenServer 6; Me Inc. Shout and Vote digital services from SCO; SCO Online Data Manager and Mirroring for OpenServer 6; SCOoffice 4.1 Maintenance Pack 4 with Connector 3; and UnixWare 7.1.4 Maintenance Pack 3 are immediately available.

Security

■ Reflex Security introduced ThreatIQ Multi-Gig suite, which has inline operating rates as fast as 5Gb. The suite includes IPS sensors, Network Discovery, a Network Defender module, and the Reflex Command Center, which performs node discovery, threat detection, real-time threat defense, and quarantine protection. Reflex Security products, such as ThreatIQ, include the solid-state Sentrium architecture, which supports upgrades without hits on performance speed.

Storage

- EMC introduced the EMC eDiscovery Solution, an integrated offering of EMC information and content management software, networked storage, and professional services designed to help businesses of all sizes better manage the legal discovery process. It's an alternative to reactive and time-consuming litigation-response methods, giving customers a proactive model designed to deliver cost savings, risk reduction, and increased responsiveness for current and future litigation events.
- LSI Logic announced REx (Replication Express) for Microsoft Exchange Server 2003, an automated, disk-to-disk backup tool that the company claims facilitates near-continuous protection and rapid recovery of Exchange databases. It uses Microsoft's Volume Shadow Copy Service to protect Exchange Server 2003 data. REx for Exchange is superior to tape-based backup methods because it relies on frequent backups stored on disks as mountable recovery sets. This circumvents the tedious process of manually recovering data from a tape. IT Administrators can simply redirect Exchange to the recovery set they want to restore.

Don't Forget The Wiring

Belden IBDN Cable Management Products Provide Choice Of Key Components

by Kurt Marko

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WIRING IS ONE of the least glamorous and oft-neglected aspects of building a reliable and maintainable data center. Between data, voice, video, peripheral, or power cables, there are a lot of wires needed to connect the various devices in even the smallest computer room. Add in premises wiring to route voice and data around the office, and effective cable management is a core competency for any IT department.

As the variety of cables and connection types proliferates, a systematic approach is necessary to eliminate clutter and support rapid changes. Structured wiring solutions, namely a cabling system that systematically lays out wiring and wire management for a facility, can simplify the process of building a clean and orderly wiring backbone that can both aid in troubleshooting and ultimately improve overall infrastructure uptime.

Belden CDT Networking, a market leader in cabling and connectivity products and the result of a 2004 merger between two of the largest manufacturers of cables and accessories, recently augmented its IBDN structured wiring product line with the Belden IBDN Cable Management Solution. The IBDN catalog incorporates all the key components required to house and store data systems and devices, along with numerous cable routing and handling accessories.

Product Releases

■ Network Appliance unveiled SnapSearch and Recovery software, which provides users with a fast and easy way to restore files from an online backup. Both the Information Server 1200 platform, which NetApp OEMs from Kazeon, and the suite of NetApp Snapshot technologies, including SnapVault software, integrate SnapSearch and Recovery software. With this software, users can quickly search thousands of consolidated online backups and perform instant restores of individual files or folders. Using advanced search criteria, SnapSearch and Recovery helps IT help desks find files without knowing the specific location or file name. In addition, SnapSearch has data classification and migration capabilities that make it possible for NetApp administrators to improve their SnapVault backup and SnapMirror data-replication processes.

Telephony

■ Packet Island introduced an SaaS-based VoIP service and SLA management product for SME VoIP. PacketSmart lets VoIP service providers and VARs provide VoIP service and SLA management through a subscription. The product lets service providers access archived data from several months earlier and analyze quality and performance trends. Service providers can also use the archived data to create monthly reports for customers. PacketSmart runs on a Linux cluster and is available as either software or as a hosted service.

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- Patton Electronics introduced a software update to its SmartNode VoIP series of products. Now, current and future SmartNode customers can take advantage of Voice-over-VPN, which secures the voice data with 256-bit encryption and automatic IPSec keying. SmartNode's IKE (Internet Key Exchange) capabilities further secure data by letting administrators alternate the encryption key at custom intervals. The new features come courtesy of Patton's SmartWare 3.20, available free of charge to registered users with the VPN license key.
- Psion Teklogix launched its PTX Connect communication software designed for mobile professionals. Capabilities of the software include walkie-talkie style Push-To-Talk, VoIP, voice messaging, text messaging, and scribble messaging. The software also works with two-dimensional

imaging applications for adding notations and drawings to photos and image files. The software is currently available on Psion Teklogix's new WORKABOUT PRO rugged handheld devices. Psion Teklogix will preinstall PTX Connect in other devices throughout the rest of the year.

SERVICES

Security

■ Together with StrikeForce Technologies, Corillian announced a new service that offers financial institutions a way to comply with FFIEC guidance, thwart identity theft and fraud, and toughen up authentication procedures for online banking access. The service combines Corillian's Intelligent Authentication and StrikeForce's ProtectID platform for multilayer, out-of-band, proactive protection.

Storage

■ Cloudmark introduced StorageScan, a service for service provider networks. StorageScan automatically analyzes message stores for spam email, which Cloudmark claims can consume up to 25% of a system's storage space. By rescanning stored messages and deleting known spam, StorageScan lightens loads on the SAN, message stores, and Webmail server. It uses user-defined cleansing actions and can perform automated scans offline without disrupting ongoing operations. As a result, service providers should be able to offer their customers greater storage space without increasing costs. StorageScan's Clean-up feature can release more than 70% of stored email.

Training

■ WatchGuard Technologies launched SecurityWise sessions as a way to help network admins educate and train end users on network security issues. These SecurityWise sessions come at no additional cost when purchasing LiveSecurity, WatchGuard's subscription service for vulnerability alerts, software updates, expert security instruction, and individualized and self-help customer care. A new training module will be available to LiveSecurity subscribers each quarter. The first SecurityWise module focuses on ways end users can safely handle email. Each SecurityWise training module includes a PowerPoint presentation, video demonstrations, and speaker's notes and handouts.

- Specific products include:
- Enclosures and racks available in standard sizes or custom-built and in either floor or wallmount configurations. The enclosure products also incorporate cable and patch cord management accessories compatible with the IBDN racks.
- Surface raceways, wire enclosures, and junction boxes.
- Cable ties in a variety of materials and sizes.

According to Bill Miller, director of marketing for Belden CDT Networking, the goal in developing the IBDN Solution was "to streamline and simplify the complexity involved in building, expanding, and maintaining state-of-the-art networks" and to simplify the buying and configuration process for commercial data network designers by offering a structured product line with all the critical cable management products from a single source.

Structured wiring solutions are increasingly important in modern infrastructure design, particularly since the adoption of ANSI/TIA/EIA-942, Telecommunications Infrastructure Standard for Data Centers. In an effort to promote a common methodology for structured cabling design, the standard specifies comprehensive design and

materials requirements for telecommunications infrastructure in data centers or computer rooms and outlines a generic, scalable cabling topology. In addition to Belden CDT, a number of companies, including GE (www.ge.com), Leviton (www.leviton.com), Ortronics (www.ortronics.com), Siemon (www.siemon.com), and Systimax (www.systimax.com), provide integrated structured wiring products.

Infrastructure engineers designing new facilities are well-advised to familiarize themselves with the relevant TIA/EIA standards, particularly 942 and 606 covering infrastructure administration, as they formulate their plans. Once a network and facilities blueprint is finalized, structured wiring solutions such as the new IBDN line from Belden CDT will be critical in efficiently outfitting a new data or communications center.

SNAPSHOT

Belden IBDN Cable Management Solutions

A family of structured cabling systems incorporating enclosures, racks, surface raceways, and cable ties, used in building maintainable, upgradeable network and data center infrastructure

www.nordx.com

_Manufacturer Presentation _____ Communications - Security Advertisement

AEP Netilla Security Platform SSL VPN

Featuring Client Machine Identity and Seamless Citrix and Windows Terminal Services Support

The new features include device identification – the ability to authenticate remote PCs with a "digital fingerprint" identifier before allowing them to connect to an enterprise network – seamless support for Citrix® or Windows® Terminal Services-based environments, and enhanced file services.

Client Machine ID (CMID) marks the most important security enhancement to the release. Based on proprietary AEP technology, CMID makes it possible



to identify a user's specific PC before he or she is granted access to network resources. CMID creates a unique device profile based on the PC's CPU, memory and other parameters; it enhances security by providing device authentication in addition to user authentication.

NSP's broader application support is made possible by two new refinements. The first, Citrix Client Push and Windows Terminal Services Push, automatically delivers a native full Citrix ICA client for Citrix environments or a Windows RDP client for Windows to the remote user's PC, enabling seamless direct access to either Citrix MetaFrame or Windows Terminal Services applications. For Citrix, this provides access to MetaFrame without going through Citrix Web Interface. For Windows, this eliminates the need for end users to download and configure their own RDP client.

The second application refinement, based on enhancements to AEP's Intelligent Port Forwarding, translates into support for a broader range of applications — including Oracle and applications with dynamic port ranges. Both of these features will be added to AEP's Web reverse proxy/Intelligent Port Forwarding access licenses at no extra cost.

For More Information, Visit www.Processor.com/AEPNetworks



(877) 638-4552

Manufacturer Presentation.

Communications - Content Networking Advertisement

New Enterprise Manager from F5 Delivers Comprehensive Solution for Managing and Maintaining BIG-IP® Devices

Provides a complete toolset for centralized maintenance, management and operation; Appliance increases productivity and reduces costs and complexity.



F5 Networks, Inc.'s Enterprise Manager is a new appliance designed to save customers time and resources with a comprehensive set of tools for maintaining, managing and operating F5 BIG-IP® version 9 Application Delivery Networking devices. Enterprise Manager's easy-to-use centralized management interface includes features that automate common tasks to accelerate deployment and reduce the total cost of ownership. The product features tools for centralized software management, device inventory and control, centralized configuration backup and restore, and centralized SSL certificate management, with all features utilizing a secure iControl connection to the devices.

Enterprise Manager on the TMOS platform offers customers distinct advantages. It provides a coordinated and efficient management strategy that is centrally controlled, while the processing and workload is distributed. Enterprise Manager gives customers clear visibility into their application delivery network configuration and includes powerful features that accelerate a network manager's ability to perform daily, weekly or monthly tasks. Highlights of Enterprise Manager include:

BIG-IP Centralized Software Management

BIG-IP Centralized Configuration Backup & Restorability

BIG-IP Centralized SSL Certificate Repository



Visit - http://www.Processor.com/F5

F5 Enterprise Manager 500 is available immediately. For more information on Enterprise Manager, 401 Elliott Ave West • Seattle, WA 98119 • Phone: (866) 543-9373

. Manufacturer Presentation ______ Communications - Video Advertisement

Polycom's New Instructor RP Videoconferencing And Interactive Whiteboard Solution

Polycom's Instructor RP integrates Polycom's market-leading VSX™ group videoconferencing and collaboration system with an interactive whiteboard solution. Specifically designed to provide superior videoconferencing combined with instructional tools, Polycom's Instructor RP allows customers to use a system that integrates videoconferencing with an electronic whiteboard in a seamless and natural environment—all without the use of a PC.

The interactive learning solution is a high-quality conferencing and instructional learning tool for all educational environments, corporate training, and custom meeting environments. Because the new Instructor RP does not rely on a PC to function, teaching and learning is as easy as talking and picking up a pen to write. In addition, trainers also have the ability to use the interactive whiteboard as their display device and by using a pen, annotate over content, curriculum, or live video sources.

Key benefits of the Polycom Instructor RP:



- Ability to use touch control to operate the VSX user interface directly on-screen
- Camera touch control directly on screen
- · No PC required for operation
- Simultaneous display of conference participants and data (People+Content™)
- Class annotation over various sources, including motion video and data applications
- An integrated interactive videoconferencing solution
- Camera touch control directly on screen
- A self-contained cabinet/projection unit driven by a easy-to-use VSX user interface without the requirements of a PC
- Automatic transmission of People + Content

For More Information on the Polycom Instructor RP: www.Processor.com/Polycom or (800) 765-9266 (POLYCOM)



Manufacturer Presentation -

Communications - Security Advertisement

Web-based Management Console



Strata GuardTM is an award-winning family of network-based IPS/IDS (intrusion detection/prevention systems) that provide real-time, zero-day protection from network attacks and malicious traffic. With four different models and two deployment options, Strata Guard protects your enterprise from the network perimeter to the core, including remote and internal segments.

Strata Guard employs six distinct attack-detection technologies for comprehensive network protection. With signature-based and behavior-based attack detection, deep packet inspection, and protocol anomaly analysis, Strata Guard terminates network-, application-, and service-level attacks including worms, Trojans, spyware, port scans, DoS and DDoS attacks, server exploit attempts, and viruses before they infiltrate the network and cause real damage.

Beyond blocking malicious attacks, Strata Guard enforces your network usage polices and can block peer-to-peer file sharing, instant messaging, chat, prohibited browsing activity, and worm propagation. It detects anomalous activity such as spoofed attack source addresses, TCP state verification, and rogue services running on the network.

Highly automated, Strata Guard is designed for ease of use and streamlined administration and management. Through its multilayered Dynamic Attack Qualification™ technologies, Strata Guard eliminates false-positives. Its multinode, multi-user management capabilities allow for enterprise-wide deployments and provide appropriate levels of control for the full range of users requiring access to security data.

www.Processor.com/Still2

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OPINIONS

Hasta La Vista

Over the past few weeks I've been spending a lot of time evaluating Microsoft Vista. From an IT or operations point of view, I normally wouldn't bother to look at a new OS release from Microsoft until it was at least at the RC level. However, my current employer, WildTangent, does a substantial amount of business with PC OEMs, and Vista is a big deal for it since it's planning to start shipping Vista on its new systems this fall/winter. I wish I was excited about this new release. It's not that there aren't some good things in it, but they don't seem that significant when you consider the training and deployment costs that you will incur to get this beast deployed in your company.

The Good

Microsoft has done a lot of work on security in Vista. Much of this is a good thing and will be welcomed by most users. A default install of Vista will give you a fairly secure configuration without the wide open file system permissions of previous Windows versions. Many parents will appreciate the new Parental Controls, which will allow them to control when and how their kids use their computer. Vista will come with Internet Explorer 7.0, which has significantly better security than previous versions of IE. IE7 has also been spruced up in terms of functionality, with a new search bar, tabbed browsing windows, and RSS integration.

The Start menu is much improved in Vista, with the cascading menu mess replaced by inplace menu switching. Microsoft has also added some new applications and improved some existing ones. Among the new applications are Windows Defender, Microsoft's antispyware application; Windows Calendar, a calendaring application for those who don't use Outlook; and Windows Collaboration, a peer-to-peer collaboration application that allows up to 10 Vista users to work together as if they were in the same room. Of the improved applications, the most useful is Windows Backup, which is now good enough to fulfill the backup needs of most home users.

Vista contains many other small improvements too numerous to list

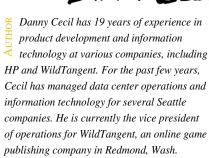
here. While I don't consider any one of them to be very compelling, the net of all these changes are some nice improvements to security, reliability, and performance.

The Bad

Vista implements a new security model called User Account Con-

mission than a standard user, the system pops up an "elevation" prompt so that you can confirm that you really want to do whatever it is that you are trying to do. This may sound innocuous enough, but in fact it is a tedious hassle to folks who know what they are doing and confusing to those who don't.

DANNY CECIL



trol. With UAC enabled, a user in the administrator group actually has two security tokens: an administrative token and a standard user token. Even though you are an administrator, you normally run with standard user permissions. Anytime you try to do something

that requires a higher level of per-

Based on my experience with Vista, a high percentage of the tasks that I normally do on my computer requires elevation, and the pop-up confirmations get old fast. Luckily you can turn them off via the Security Configuration Management applet, and that's what I expect most savvy users to do soon after installing Vista.

So UAC will be an annoyance to sophisticated users, but what about regular users? Unfortunately, I don't think it helps them either. The information provided in these elevation prompts will sound like gibberish with a warning at the end to scare them. It's about as useful

as the color-coded threat alert that the Department of Homeland Security uses. Neither provides useful information and only serves to make people scared. Apparently, Microsoft's idea of improving security is to repeatedly warn people that what they are doing could harm their computer.

UAC will also likely break many of your custom developed applications. Microsoft has anticipated this and has a toolkit that you can use to mark your applications for elevation. Given the number of custom business applications that run on the old Windows security model, this means most companies will have a lot of work to do to ensure that a Vista deployment won't break existing applications.

The Ugly

Vista includes a new user interface called Aero Glass. I'm not sure who decided that transparent title bars are cool. I think they're silly. They don't add useful functionality; they don't look attractive; and they suck up your computer's resources. You will need a beefy video card to enable the Aero Glass interface, and even then it will make your computer run slower. Why would anyone want this?

So that's Vista in a nutshell. My recommendation is to defer deploying Vista for as long as possible.

> Send your comments to danny@processor.com

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Organizations are relying upon their network to deliver all information and communications, and due to the wide-ranging types of attacks, security is now as important as bandwidth. Until now, because of limits to security technology, IT managers have had to make choices, deciding which links are the most crucial to protect, opposed to securing the entire network.

A better answer has been delivered with Extreme Networks' network-wide security solution, which incorporates the advanced CLEAR-Flow security rules engine and its Virtual Security Resource (VSR) to scan all traffic, even across 10 Gigabit links, and brings mitigation time for day-zero threats (attacks with no signature or published behavior pattern) down to seconds. It is the first truly scalable and dynamic response solution to monitor, detect, contain and mitigate attacks instantaneously. CLEAR-Flow examines all traffic flows from within the core switch and can immediately take action on suspicious traffic that it encounters or can act to hand off the traffic to a separate appliance, Extreme's VSR, to perform additional scrutiny.

Extreme Networks' Sentriant VSR appliance provides threat analysis and mitigation using behavior-based detection rather than signatures. The Sentriant is not an inline device, it creates no performance impact on the network and doesn't jeopardize network availability even when day-zero threats are masked under DoS attacks.

The combination of Extreme Networks' CLEAR-Flow and the Sentriant VSR appliance takes a crucial step beyond just measuring traffic or sounding alarms-it delivers automated enforcement, containment and mitigation capabilities throughout the network. This reduces the time for day-zero threat mitigation from days or hours, down to just seconds.



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OPINIONS

Web browser and other tools such

as an email client. By the end of

1995, Navigator enjoyed over-

whelming market share. For many,

the first experience of the Web was

bright as the future of the Web.

By the turn of the millennium, the

world would be a much more

wired place and Netscape would

be a big part of that picture. The

Netscape's future appeared as

through a Navigator browser.

Is VMware The New Netscape?

The current buzz about x86 processor virtualization has given me a sense of déjà vu. Similar to Netscape in its heyday, VMware is a dominant vendor in a market that it pretty much invented. But Netscape didn't stay on top, and as virtual partitioning of servers and PCs matures, VMware could also fall behind as its key product is commoditized.

It could happen. But will it?

Two things are certain: One, there will be considerable churn in the x86 virtualization market in 2006 and 2007, and two, VMware—a part of EMC—is doing everything it can to stay on top of a rapidly morphing market. So far, it is making all the right moves.

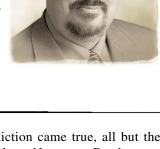
VMware has made money selling tools for creating virtual machines. It seems paradoxical that the company would give away virtual machine software in the form of the free VMware Player and VMware Server. VMware has little choice. There is no future revenue in being just a virtual machine maker as creation and hosting of a virtual machine becomes commoditized.

Browsing Was Commoditized

The idea of dividing up a processor or cluster of processors into a bunch of virtual machines is not new (just as the Internet was not new in the mid-1990s). In fact, partitioning and the Internet protocol are about the same age. IBM started partitioning servers in the 1970s.

JOHN SLOAN

👸 John Sloan is a senior research analyst at Info-Tech Research Group. He has more than 15 years of experience as a technology writer, as well as experience in corporate communication, Web site development, and electronic publishing. His research interests include electronic publishing and communications (including e-learning), disaster recovery planning, desktop computing, and Web application development platforms. Sloan holds a master's degree in journalism from The University of Western Ontario.



What was new in the mid-'90s was that the Internet was being discovered by a much wider constituency. The growing popularity of the World Wide Web brought the Internet into the public sphere. Businesses saw potential for interacting with customers (Internet), other businesses (extranet), and internal constituencies (intranet).

Riding the Web wave was Netscape Communications and its Navigator suite, which included a

prediction came true, all but the bit about Netscape. By the year 2000, Web usage was pervasive, but most users viewed the Web and Web-based applications through a Microsoft window.

I'm not going to waste words here picking the bones of the browser wars. One thing important to note, however, is that one critical element of Microsoft's success was that it commoditized Web browsing software. Microsoft offered the browser for free and worked to build Web connectivity into the Windows operating system. The browser became a "feature."

Commodity browsing negated any revenue advantage Netscape enjoyed. The focus moved upstream to tools and platforms for creating and managing Web applications. Unfortunately for Netscape, there was stiff competition not only from Microsoft, but from the likes of IBM and various other J2EE application server vendors.

Virtual Machines Will Be Commoditized

A virtual machine is a somewhat more complicated software product than a Web browser, and there is not nearly as much hype about virtualization as there was about the Web 10 years ago. But the virtual machine is also a not-so-new idea that is getting new attention as it becomes accessible by a wider public on x86-based Windows and Linux servers and desktops.

Virtual machines will change the face of personal and corporate computing and, similar to the Web browsers, they are on the verge of commoditization. In the near future virtualization will not be a product you buy and install on a PC or server. It will be a feature supported in the hardware and operating system software.

Virtual machine commoditization was advanced when Intel and AMD introduced hardware-assisted partitioning to their processors. Commoditization will also be advanced by Linux distributors building the open source Xen hypervisor into the OS. Microsoft will have virtualization built into Windows within a couple of years.

Doing What Has To Be Done

VMware's response is to work on making VMware a de facto standard while focusing on the value-add of support services and management tools (ESX Server, Virtual Center, VMware Workstation, and VMware ACE).

If the current situation reminds me a little of 1995, VMware does not make a convenient stand-in for Netscape. In fact, VMware reminds me more of Microsoft. The free VMware Player is similar to the free Internet Explorer. Microsoft gave away IE to protect its domination of the desktop in an increasingly Web-enabled world. VMware, with 20,000 corporate installs of its software, is fighting to maintain its lead in enterprise virtual machine management.

Will VMware succeed? Certainly the landscape will be more competitive and VMware could become a former dominator just like Lotus, Novell, WordPerfect, and Netscape. But VMware is dressed for battle and taking nothing for granted. It's a good start.

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Manufacturer Presentation **-**

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You see, no one really knows when or how a disaster will strike. We just know the potential is always there. So preparing for it is critical to minimizing its impact on computers, networks, users and the organization.

Computer Room Environment Monitoring Too Often Overlooked

Today's data centers are complex and handle an immense work load. This is because what happens there effects the entire organization, supporting hundreds or thousands of employees. The most overlooked issue in data centers today remains "environment monitoring". This is true at least until a disaster strikes, then it becomes *Job 1*. Why wait for your own disaster?

What Is Environment Monitoring?

In the data center, computer and network equipment must be kept within a specific range of environmental conditions. If these get out of bounds, unpredictable and potentially catastrophic results can occur and cause data loss, hardware failure, denied access, and downtime. Primary issues include:

- Temperature (high / low)
- Main & UPS Power (interruptions)
- Flooding / Water (leakage)
- Humidity (high / low)
- Smoke / Fire / CO2
- IP Camera (security)
- Intruder / Room Entry / Motion (security)
- Dry Contacts (aircon, cooler, generator, etc.)
- Panic Button (staff calls for help)

Air Conditioning Remains The Primary Cause Of Most Data Center Disasters

Failure of a primary or backup air conditioner is a major threat in all computer rooms, as temperatures will rise rapidly. Condensation overflow from air conditioning or leaks from water pipes that support a system can cause

flooding. Power drains from AC can also damage computers & equipment.

Main Power Sources Remain Unreliable, A UPS Is Simply Not Enough

Even in the 21st century, we still haven't harnessed electricity. Situations like over / under voltage, spikes, drops and blackouts haunt managers. Failure of backup power sources like generators or UPS systems with short run or expired batteries can make a bad situation even worse. Consider what happens when main power goes out and a UPS keeps CPUs alive while the air conditioning systems stay down. The end result is extreme temperatures in the computer room that will eventually cause severe hardware damage or

- 61% of data centers say downtime is due to environment issues 1X+ in past 12 months
- 23% of data centers say downtime is due to environment issues 5X+ in past 12 months

Your Data Center & Job On The Line

If disaster strikes your data center, how will it impact business? Who will get the blame? Could it have been prevented? Will management be asking for your head on a silver platter?

Downtime Costs More Than Money

When disasters occur, there are significant costs in areas that go far beyond the simple replacement of damaged hardware. Data can be lost and costs incurred to restore or recreate it; online operations lose sales & service opportunities... causing lost revenue both now and in the future; salaried employees continue to get paid even while systems are down and they can't work; overtime accrues for IT staff who work around the clock to get systems back online; and there will be other costs too.

- 59% of data centers say downtime lasts 1/2 day+
 27% of data centers say downtime lasts 1-3 days
- 45% of downtime costs over 10K per incident
 11% of downtime costs over \$50K per incident

A Proactive Approach Is the Best Because Computers Don't Swim

The concept of knowing early and immediately about developing environment problems is easy for all prudent managers to understand. A business does not have to encounter a flood for the IT staff to know that

* Rejoice when you use Room Alert & TemPageR to identify threatening conditions, immediately notify appropriate IT staff and then automatically take corrective actions... just as you planned. Very Cool!

computers don't swim. The "5 Critical Steps" to successfully prevent an environmental incident from causing your organization a catastrophic disaster include:

5 Steps To Prevent IT Environmental Disasters

- 1) Early and Immediate Detection
- 2) Automated Alerting to Responsible IT Staff
- 3) Fast and Appropriate Action by the IT Staff
- 4) Automatic Response & Action Procedures
- 5) Review, Analyze & Plan Future Prevention

Insurance And Recovery Plans Are Just "Band Aids" After A Disaster

Insurance policies offer some financial relief from disasters by compensating for the cost of lost equipment. However, they never cover all of the extended costs (see above). Worse still is the impact on cash flow while you wait to be reimbursed. And who wants to fill out all those forms anyway? Then, in 6-12 months your insurance premiums go up. Ouch!

As for recovery plans, you need to (must) have one. Although, wouldn't you like to have one and never be forced to use it? Even the best recovery plans do not pay the costs. They provide a guideline as to how to get back in the game after a disaster. Wouldn't your management team rather avoid the experience altogether? Wouldn't you?

Why Put Your Business At Risk?

How much would it cost your business to lose access to primary servers or the network for just a 1/2 day? Ten, twenty, a hundred thousand dollars? A million dollars? It depends upon what you do although any loss is too much when it's *your* money. In today's online world, downtime for even a few minutes can mean life or death to sales opportunities or the entire business. Do you need to be in business continuously, like 24 x 365? Then stop running around with scissors

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Extend Your VoIP Phone System

Equip Your Mobile Workers With Wi-Fi Handsets

by Will Kelly

As VoIP TELEPHONE technology moves forward, the reality of today's mobile workforce is driving a new breed of mobile VoIP. VoIP Wi-Fi handsets marry the convenience of a wireless phone with VoIP technology, taking VoIP off the desk and into the hands of mobile workers with access to Wi-Fi hotspots and wireless networks at home and at client sites. Think of the potential cost savings as your mobile workers migrate from per-minute wireless phone services to more costeffective Wi-Fi hotspots and their home office wireless networks.

Wi-Fi Handsets 101

VoIP Wi-Fi handsets enable you to equip your small to midsized enterprise's mobile workers with VoIP technology. First generation Wi-Fi handsets include single-mode handsets and dualmode handsets.

Single-mode handsets are Wi-Fi only and function as a standard SIP (Session Initiation Protocol) extension to your SME's existing IP PBX. While a more economical VoIP option, single-mode Wi-Fi handsets can only roam across your SME's WLAN, public Wi-Fi hotspots, or your mobile worker's home wireless network. You are still going to have to pay for public fee-based Wi-Fi hotspot charges.

Dual-mode Wi-Fi handsets are a more expensive option because they can connect to Wi-Fi and wireless phone carrier networks. These wireless phones can enable your mobile workers to connect to their wireless phone carrier's network or their home wireless network.

"A number of devices that contain both cellular and wireless LAN radios are in the market today. Devices like the Nokia 9500 Communicator, HP

iPAQ h6315, and Siemens SX66 not only combine GSM and Wi-Fi radio access," according to Forrester Research analyst Charles S. Golvin in "Will

Mobile Phones Get Wi-Fi?" a

Trends report from Forrester

Wi-Fi Handset Strengths

Research.

VoIP Wi-Fi handsets have a number of strengths for SMEs to consider. Such handsets can connect with existing VoIP and Wi-Fi network infrastructures. The startup cost for a Wi-Fi handset is for the handset itself. Airtime minutes are a thing of the past.

The portability of a VoIP Wi-Fi handset is another strength. Users can access your SME's VoIP network remotely from their handset vs. VoIP softphone solutions requiring a laptop PC.

Dual-mode VoIP Wi-Fi handsets bring the convergence of Wi-Fi hotspots and wireless carrier networks to a cost effective communications solution for mobile workers that searches for the most effective call connection, whether it be a Wi-Fi hotspot or wireless carrier network.

Wi-Fi Handset Weaknesses

One weakness is that VoIP Wi-Fi handsets are still in the early stages of adoption. According to the Yankee Group Decision Note "VoIP Handsets Bring Enhanced Mobility to VoIP" by Rob Rich, "Currently, the largest barrier to adoption is the weak penetration of VoIP in the SMB segment. As SMBs increasingly adopt VoIP, the potential Wi-Fi handset customer base will grow."

The Decision Note further points out, "Adding Wi-Fi handsets to VoIP packages will also increase VoIP adoption by adding another traditional phone system differentiator, but this feature alone will not convince SMBs to migrate to VoIP."

The current state of WLANs is also a weakness in deploying Wi-Fi handsets because to date they've only been deployed to support data traffic, not voice traffic. The current vendor prothe major wireless phone carriers, quality of service, battery life, and lack of industry standards for VoIP/wireless call redirection.

Adopting Wi-Fi **Handsets**

If your SME is considering the adoption of Wi-Fi handsets for your mobile workers, it's important to view them as first-generation technology with all the challenges and rewards. At the

If your SME is considering the adoption of Wi-Fi handsets for your mobile workers, it's important to view them as first-generation technology with all the challenges and rewards.

prietary approach also means that vendors claim between 10 and 30 calls per wireless access

Other Wi-Fi handset weaknesses include the slow adoption of dual-mode Wi-Fi handsets by

current time, the \$700 price point of many dual-mode VoIP/wireless phone handsets is going to be out of reach for most SMEs.

The Forrester Research Trends report by Ellen Daley entitled "Companies Want Wi-Fi/Cellular Calling" recommends, "Prepare your infrastructure for WLAN calling, but limit the extent of your rollout until standards mature and affordable dual-mode handsets become available during the next three years." The report further recommends preparing your network now for dual-mode handsets. "In preparation for dual-mode handset availability, ensure that your WLAN equipment vendor supports voice and you understand how fast roaming and authentication is accomplished in this prestandard period. Demand that vendors show their plans for standards adoption when ratified."

On The Road With Wi-Fi Handsets

Analysts at firms such as Forrester Research see dual-mode Wi-Fi handsets as a reality in the next three years. Start your preparations now to equip your mobile workers with dual-mode VoIP Wi-Fi handsets and conduct limited pilots of VoIP Wi-Fi handsets for your mobile worker community.

Mobile Wi-Fi Devices

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Net2Phone VoiceLine XJ100	 Support for 802.11b and 802.11g standards VoiceMail, Caller ID, and call forwarding Hotspot scanning capabilities revealing SSID, signal strength, and WEP 	\$175 (\$29.99 monthly/\$29.99 activation fee)	www.net2phone.con
Vonage WiFi Phone from UT Starcom	 Access to secure Wi-Fi hotspots Phone Book with up to 200 entries Speed Dial codes Call Log Multiple ringtones 	\$129.99 (with a \$50 rebate at press time)	www.vonage.com

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Taming The Ubiquitous USB

Corporate Security Policies Need To Account For Portable Storage Devices

by Joseph Pasquini

PORTABLE USB storage devices such as flash drives, disk drives, PDAs, and even media players have quickly become a staple of today's computing technology. Because of their small size and relatively inexpensive pricing, these seemingly innocuous gadgets offer users a quick and convenient alternative to floppies and rewriteable CD/DVDs.

Flash drives—with capacities ranging from 256MB to 2GB and beyond—are typically purchased privately by employees who often use them to store both personal and confidential corporate data. USB-based external hard drives, which are generally used for larger

data backups or archiving operations, allow for even more countless gigabytes of storage potential. Coupled with the widespread acceptance of the USB 2.0 standard across virtually the entire desktop and server arena, USB drives let users and administrators alike enjoy quick and easy highspeed data transfers.

Despite the convenience these devices offer, the explosion in popularity and usage of USBbased technology also represents an underlying security challenge to enterprises of all shapes and sizes.

Understand The Risks

The greatest level of risk posed by flash drives and similar units is often caused by the consequences

of well-intentioned user actions. As with any removable storage medium, the use of these miniaturized devices can lead to the introduction of viruses and malware to the corporate environment. Sensitive and valuable corporate data also can find its way onto a USB drive. The loss of a device containing such vital corporate data could be a likely violation of data privacy laws, not to mention disastrous to the company's reputation and ultimately its bottom line.

In the wrong hands, these devices can also be used to circumvent existing network security. "You can load pretty much anything you want on them, from individual applications to complete operating systems," says Rodney Buike, senior system engineer for Monarch Industries Limited. "A USB-launched attack can fit into anyone's pocket."

The introduction of other technologies utilizing the USB format, such as Bluetooth and Wi-Fi, can also wreak havoc with an organization's security model.

A Balanced Approach

For users and managers, the benefits of utilizing portable storage devices on the job often offset the associated security concerns. But corporate security

policies need to address acceptable USB usage. How does IT management go about creating an effective, yet balanced, usage policy that takes everyone's concerns and needs into consideration?

Policy Essentials

Every USB usage policy should include these fundamental elements:

Purpose statement. Explain to the users why USB connectivity is being restricted and how doing so benefits both them and the company.

Access control. Describe the controls that will be used to restrict access to USB and similar ports. To address genuine business needs while still providing at least a minimum of protection, the criteria for legitimate use should also be documented in the policy. Such use should be determined on an as-needed basis. A description of the types of acceptable enterprise-class portable storage devices should supplement this section. Any sanctioned devices should be provided by the company.

User responsibilities. Inform users of what actions they can take to safeguard both personal and corporate data, thereby ensuring compliance with the new policy. This should include requiring users to scan company-issued USB flash drives and other similar devices immediately upon initial access as well as the use of strong passwords and encryption (which should be considered minimum prerequisites).

To avoid the potential for future confusion, explicitly state that the storage of corporate data on personal storage devices such as flash drives is strictly prohibited. Additionally, any device provided to an employee should be individually assigned to encourage the user to exercise due diligence in keeping tabs on the device's whereabouts.

Penalties. Users should be informed of the consequences for violating the policy. As with most other facets of a security policy, the organization should state that breach of the policy may lead to disciplinary action and/or potential dismissal.

The greatest level of risk posed by flash drives and similar units is often caused by the consequences of well-intentioned user actions.

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To strike a balanced approach, technology and security managers need to conduct a pragmatic risk analysis comparing the use of USB devices to other common corporate exposures such as email. For many businesses, the risk may be great enough to justify instituting appropriate rules and controls. Buike cautions, however, that the policy should be flexible enough to allow for exceptions.

It is best to include a purpose statement to help users—especially those who have been accustomed to regularly using USB devices—better understand what the policy is for and what it is designed to protect. "If users understand the reasons for it, hopefully they will be more understanding to the change," says Buike. Once you do that, you can pay greater attention to developing the proper procedures needed to enforce the policy.

Once a policy is in place, IT managers can choose from a number of both hardware and software solutions capable of mitigating the risks posed by USB devices. Some prospective solutions include but are not limited to:

- Disabling USB and FireWire ports in the BIOS
- Implementing a host-based security solution to allow access only to authorized and sanctioned devices
- Disabling USB and FireWire controllers from within the operating system
- Using enterprise-ready portable storage devices. Such devices typically feature strong authentication as well as data encryption. Some corporate-class devices also leverage biometrics.

Other environments, however, especially those found at smaller firms with few employees, may call for a different philosophy. "The relative risk of USB devices may not be worth the worry," says Dr.

Gary Hinson, Ph.D. and CEO of IsecT. According to Hinson, who is striving toward raising security awareness via his www.NoticeBored.com Web site, emphasis should be placed on training and enduser education rather than just technical controls limiting USB access. "People need to understand there is a risk and that they are part of the solution, not just part of the problem."

More Than Just USB

Although technology managers may be eager to specifically tackle USB connectivity within their corporate security policy, it is by no means the only concern

"People need to understand there is a risk and that they are part of the solution, not just part of the problem."

- IsecT's Dr. Gary Hinson

presented by the desktop. Today's workstations commonly feature FireWire and even infrared accessibility, not to mention CD, DVD, and even floppy diskette drives.

To properly address this broad range of devices, Hinson contends that any security policy should be written as generically as feasible. "Using the ISO 17799 definition of information security, the policy should cover confidentiality, integrity, and availability concerns," says Hinson. "In other words, the policy should be, as far as possible, technology-neutral."

Manufacturer Presentation .

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Base pricing for TACS starts at \$100,000, which includes four appliances, management tools, APIs, and support for 25,000 users. The TACS Authentication Gateway will be available as a separate component on March 30 at a starting cost of \$15,000. The new version of TACS, 3.2, is available immediately.

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Infinite Bandwidth On Invisible Infrastructures

Current Wireless Trends & Future Advancements Set The Stage

by Tom Carpenter

RECENT ADVANCEMENTS in wireless technologies provide the hope of a future without wires, but one having sufficient bandwidth for modern business and personal applications. The bane of wireless networking has been the limited bandwidth, which becomes more limited over greater distances and with the consecutive use of many wireless devices. The good news is that we can learn from the past and, from the past, gain hope for the future.

Built Around Wired

Network infrastructures have traditionally been built around wired technologies. This is due, in part, to the limited bandwidth of wireless technologies. When wireless technologies are used, it is usually in a network extension or mobile access role and seldom a core infrastructure role. The wireless technology of the '90s was limited to 1 or 2Mbps data rates with throughput levels of 512Kbps to 1Mbps. This is certainly not enough for infrastructure roles.

Today's technology is faster and more robust than the wireless technologies of the past. At data rates of 54Mbps and higher, wireless devices can actually function in a core infrastructure role in smaller environments.

Take, for example, one recent implementation we've witnessed in which the client was able to install three 802.11g wireless access points connected directly to a switch that also connected to the company's two data servers. A limited number of clients shared access through these wireless

access points. The primary application running on the network was only moderately bandwidth-intensive, and the clients were provided with plenty of throughput for their needs. In the end, more than three dozen devices were communicating while only using five Ethernet cables (three for the access points and two for the servers).

As you can imagine, this scenario would not be acceptable for a large network with hundreds of users, but the reality is that these networks are often spread over larger areas. This means you can install multiple access points in each area to provide wireless network connectivity. In this large network installation, the core infrastructure would likely still be wired from the access points to centralized switches, routers, and a network operations center. Due to current data rate and throughput limitations, we are forced to use wired networking in today's larger implementations.

Future May Be Different

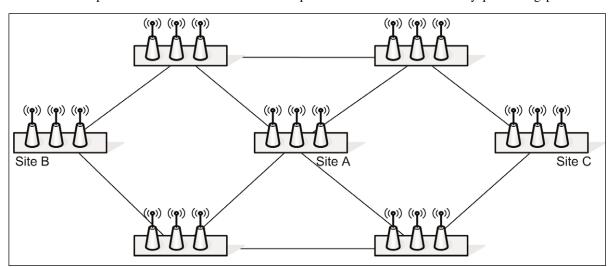
The future may be very different, and it may happen sooner than you think. Wireless devices are being developed based on the 802.11n standard (currently in draft), and these devices use a basic aggregation method to combine signals to provide bandwidths of up to 600Mbps. These devices should provide greater bandwidth on LANs and allow for pure wireless infrastructures in medium-sized environments with more bandwidth-intensive applications.

When you need to create wireless links over greater distances, the 802.11n, or MIMO (Multiple Input, Multiple Output; pronounced

my-moe), technologies do not help as much because you cannot usually separate the signals into multiple channels and multiple external antennas for directionality. For these scenarios you will need to use multiple antennas configured to communicate with other specific antennas on separated channels. In other words, you will need a system that allows for multiple antennas to be Using today's technology, these types of systems could provide a total bandwidth of 162Mbps with the three nonoverlapping 802.11g channels. You could use 802.11a, providing more nonoverlapping channels, but the tradeoff is in the distance provided. The 802.11g link can occur at a greater distance than the 802.11a link. It is important to note that you will seldom achieve a 54Mbps connection on a

tance. Notice that each point in the mesh has three antennas on each communicating device, and though it is not depicted, each point (site) has one aggregation device for each link managed. Each of these antennas will communicate on a separate 802.11g channel (usually channels 1, 6, and 11). Due to the use of highly directional antennas and the different locations, there should be little to no interference between the links.

With this implementation, Site A can communicate with Site B or Site C at 200Mbps. This would be accomplished by splitting the data in half before it leaves the LAN at Site A and enters the aggregation devices. Half the data would be transmitted through each link and rebuilt on reception at the other site (B or C). You can begin to see how this kind of implementation could grow to accommodate high-bandwidth scenarios. Of course, you will be limited by processing power and



This figure shows an example of a mesh network configuration. Because of highly directional antennas and different locations, there should be little to no interference between the links.

aggregated at each end to create one virtual link. You can do this with multiple access points connected to a managed device that aggregates the channels through software, or it can be an all-inone solution.

These kinds of wireless devices are mostly theoretical, with future products to be developed, but there are technologies that exist today and provide this basic functionality. In essence, a centralized processor is connected to the local network and acts as a router between the local network and the wireless link. The wireless link is actually created by implementing multiple wireless radios communicating on different channels.

single 802.11g channel over a great distance.

The Next Level

Taken to the next level, you could aggregate more than one of these multichannel/multiradio devices to create a theoretically infinite amount of bandwidth. Add to this the possibility of mesh networking, and you have both high bandwidth and fault tolerance built into the implementation.

To better understand this concept, assume you have created a mesh-type network, such as the one represented in Figure 1. Also assume that each link in the mesh provides a 100Mbps data rate through aggregation of 802.11g channels over a moderate dis-

interface speed at the aggregation device, but this also will continue to grow over time.

Hurdles To Overcome

With 802.11n for wireless LANs and channel aggregation for wireless WAN links (shortto-medium distances), the future is looking bright for wireless networking. There are still hurdles to overcome, but we are certainly beginning to see the potential of this technology in new ways. When you combine the concepts, both practical and theoretical, with recent developments in the area of quality of service, you can begin to see where we are headed and how quickly we will get there.

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WHAT'S HAPPENING

Data Encryption: Still Out On The Enterprise Table

Making Sensible Choices In A Sea Of Technologies

by Chris A. MacKinnon

DATA ENCRYPTION has been used historically to camouflage military secrets against foreign governments. Today, data encryption is also used in the enterprise to secure the communication of proprietary information. But depending on whom you talk to, encryption can be done a number of different ways, using a broad scope of technologies.

According to Jeff Montgomery, product manager for data security at nCipher (www.ncipher.com), an international developer of Internet security products, data encryption in today's enterprise demands ongoing management, an enterprise solutions approach, and a careful hand.

Montgomery says the data encryption market is currently flooded with point solutions that address encryption of data only at specific points in the application stack. Montgomery says, "For example, these products might specifically help in encrypting data in files but not within databases or specifically address encryption within databases but not files. The limitation imposed by these point products is that it only addresses part of the problem. If you encrypt within the database, you have protection of data in structured form, but what about unstructured data like documents and log files that live in the file system?" Montgomery says having a solution that can handle both is more economical by providing a more streamlined management capability.

Common Challenges

Some of today's toughest data encryption challenges are stopping a percentage of enterprises from jumping on the encryption bandwagon. One of the main reasons for this is that encryption adds complexity into their daily routines. Some enterprises are a little hesitant to jump because things such as key management and application decryption can be somewhat complex. Montgomery says, "Encryption is difficult because you are changing data into values that make no sense to the applications that use that data. As such you have to be careful where you implement encryption and how you implement encryption, making sure you don't jeopardize the integrity of the applications."

Montgomery says the ongoing management of encryption, especially around key management, is a growing challenge. But to that end, Montgomery says nCipher is continuing to introduce enterprise management solutions such as KeepSecure, keyAuthority, and Provisor to help facili-

throughout the enterprise. This way, Montgomery says, customers will not have to implement many different point solutions for encrypting data but rather one centrally managed solution that encrypts data at different levels in the application stack.

All IT Managers Gather 'Round

Now let's get down to the nitty-gritty: Why would IT managers really care about KeepSecure? Montgomery says, "KeepSecure is a consolidation of different technologies into one suite that allows enterprises to centralize the management of data encryption across many points in the enterprise. We recognize that while the overall objective is to protect data at rest, the point at which you encrypt the data to achieve

the first solution that provides packaged encryption capabilities at the application level, the database level, and file level. nCipher also has the unique position of being able to provide not just an enterprise software solution but the ability to optionally secure that solution with FIPS (Federal Information Processing Standard)-validated hardware security modules." He says other vendors in the data encryption space are either using point solutions or are "OEMing" the hardware security module component.

As for the rest of the space, Montgomery says consolidation is the hot topic. He says, "Customers recognize that there are multiple points of attack throughout the enterprise, and as such, they see the need to implement encryption at these different points. This introduces a management issue if each point is addressed with a different product. Our competitors are trying to get to this type of solution, as well." Montgomery says at this point, however, most vendors in the data encryption space are startup businesses. He notes, "While this has been good for innovation in the space, it has limitations in the ability for these companies to keep up with the rapidly changing customer requirements. nCipher is a well-established, profitable, public company with the resources to address

this challenge." According to nCipher, the majority of today's companies focus their security measures on data that is already en route without also trying to protect data that is inside the company firewall. But the company says security breaches inside the firewall can devastate a company's reputation, severely damage customer relationships, and also induce recovery costs that can severely impact the bottom line. These are just a few of the ramifications that can result from not having a holistic data encryption plan in place. Manage encryption carefully and approach it wearing enterprise goggles.



tate the deployment and ongoing management of encryption solutions.

So why would small to midsized enterprises be interested in nCipher's approach to data encryption technology as nCipher sees it? As far as Montgomery is concerned, it's all in the implementation and management of the technology. "nCipher's approach is an enterprise solutions approach rather than a point solutions approach. There has always been and continues to be a desire by customers to reduce the number of vendors they deal with for technical solutions. Encryption-based solutions are no exception."

Montgomery says KeepSecure, nCipher's enterprise-wide data security suite, is a leading example of an enterprise encryption management solution that allows customers to implement and easily manage encryption policies for securing data at rest

this protection will vary. This suite is the result of feedback from our customers, including IT managers, who want the advantages of a centralized solution."

To date, Montgomery says many approaches to encryption have been developed in-house by the IT organization. "In these cases, IT takes on not only the responsibility for implementation but also ongoing maintenance. By implementing an easy-to-use graphical interface, KeepSecure empowers security officers to control policy over access to sensitive data, thereby reducing the burden on IT." Montgomery says the two primary benefits to IT are: 1) reducing the number of point solutions and thus the number of applications in the IT portfolio and 2) the reduction of ongoing maintenance/management costs.

Montgomery says nCipher also has something that no one else has. "KeepSecure is

TWO TERMS

What it is: An ERP system is an allencompassing enterprise software application that handles all aspects of business operations. ERP systems encompass functions such as sales; manufacturing; procurement; product shipping and movement logistics; human resources functions such as payroll; and accounting and finance functions such as accounts payable, accounts receivable, and invoicing.

Why you should care: Most ERP systems are enterprise-class applications that can be frightfully expensive. But even if your business has no need for an enterprise-class ERP system, chances are a company you do business with already has one. So your business may be called upon to develop or purchase functionality that lets it communicate with another company's ERP system.

Related products and manufacturers: These include SAP AG's mySAP All-in-One and SAP Business One, Oracle Financials, SSA for SMBs from SSA Global, and PeopleSoft Enterprise, now part of Oracle.

■ ERP (Enterprise Resource Planning) ■ SAP AG (Systems and Application Products)

What it is: SAP AG is the 800-pound gorilla of the ERP world. SAP's trek toward domination of this marketplace began with the mainframe-based SAP R/2, which evolved into the SAP R/3 so many enterprises adopted during the '90s. SAP's software is enormous; the SAP R/3 version has three layers: a client layer, an application layer, and the database layer. SAP modules include general ledger accounting, consolidation, accounts payable and receivable, asset management, plant maintenance, human resources, and production planning.

Why you should care: It seems more enterprise customers are choosing SAP's software, so the company enjoys substantial market share worldwide. Also, SAP continues to develop new modules that "bolt on" its base software configuration. With so many companies adopting SAP, chances are your business may eventually have to deploy functionality that plays nice with SAP if you want to continue doing business with a valued partner or supplier.

Related products and manufacturers: SAP products include mySAP Business Suite, mySAP ERP, SAP Manufacturing, SAP Analytics, and SAP Business One and mySAP All-in-One (both designed for small and medium-sized enterprises).

Next Week In *Processor* . . .

Coming In Our March 17 Issue:

We provide a quick update on some of the newest products and technologies available in the wireless and mobile market. Find out what you should be doing to prepare your enterprise for smartphones and see our rundowns of the best notebooks and mobile software and accessories for business travelers.

You'll also find:

- Tips to protect your enterprise and employees from mobile malware
- Google-like options for searching the enterprise datastore
- An update on dual-core processors
- How processor-area networks could help you manage your servers

Be sure to visit Processor.com to find each week's issue online. You can view issues as a PDF or search our article database for the information you need. Manufacturer Presentation . Communications - Switch Advertisement

Foundry Networks Introduces NEW 10 Gigabit Switches for Application Acceleration and Delivery

Two New ServerIronGT 10 Gigabit Switches Enable **Application Acceleration, Enhanced Security and** Integrated SSL Acceleration for Secure Web and VolP Services for business-critical content, commerce, and communication services.



The ServerIronGT C and E Series 10-GbE application switches include highly intelligent application traffic management, acceleration, and security features to help enterprises, service providers, and e-commerce businesses deliver IP and Web services with superior availability and performance. The modular design of the switches enables on-demand expansion and performance upgrades onsite, including the flexibility to add high-performance integrated SSL acceleration for secure Web service delivery.

The ServerIronGT C Series 10-GbE switch features an innovative two rack units (2U) high compact modular three-slot design and is ideal for space-constrained data centers. It packs the power of a data-center-class high-performance switch in the size of a traditional PC appliance. The device's one available slot may be used to add port density, insert a second active management module for doubling performance, or integrate SSL acceleration with an optional service module. The ServerIronGT E Series 10-GbE switch offers higher expansion capacity with a four-slot design and features front power supplies for enhanced serviceability. The management modules, line modules and SSL service modules are interchangeable between the two chassis, thus offering added expansion flexibility for the future.

For More Information Please Visit: www.Processor.com/Foundry (408) 586-1700

Manufacturer Presentation _

Communications - Serial Networking Advertisement

Patton Electronics has expanded its EtherBITS™ line of serial device servers with two low-cost options for connecting RS-232 devices to Ethernet networks. The Model 2232 provides a wired 10Base-T connection and the Model **2211** delivers a wireless IEEE 802.11b Wi-Fi connection. Both models support open-standard TCP/IP with serial RS-232 data rates up to 115Kbps.

Model 2232 EtherBITS™ Single-Port RS-232 Device Server

This low-cost single-port device server lets you monitor, control, and collect data from any async RS-232 device over any IP network.

- · Control and Monitor Serial Device--Link asynchronous serial devices and terminals to your IP network
- Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps
- Connects Directly to the LAN--10Base-T LAN connection via shielded RJ-45 connector
- Standard TCP/IP Protocols Supported--ARP, ICMP, TCP, DHCP client, Telnet
- COM Port Redirector Software Included--Windows-Tactical COM Port Redirector Linux-vtty drivers

For More Information, visit www.Processor.com/Patton1

Model 2211 EtherBITS™ Wireless Single-Port Device Server

The best, most cost-effective method to control, monitor, and collect data from your RS-232 serial devices over a wireless local area network.

- Control and Monitor Serial Device--Control and monitor your serial asynchronous terminals and devices over the local area network
- · Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps Connects Directly to the Wireless LAN--802.11b Wi-Fi 10Base-T
- LAN connection via built-in WiFi module; 64-bit WEP security Standard TCP/IP Protocols Supported--ARP, ICMP, TCP,
- DHCP client, Telnet COM Port Redirector Software Included--Windows-Tactical

COM Port Redirector Linux-vtty drivers For More Information, visit www.Processor.com/Patton2

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Manufacturer Presentation **_**

Communication - Storage Networking Advertisement

SAN Routers



Eclipse 1620 SAN Router

Connect to IP backbones, Fibre Channel fabrics, and a wide variety of end systems with this capable and affordable multiprotocol storage switch. The Eclipse™ 1620 supports standard protocols such as iSCSI, iFCP, and E_Port and can be used concurrently for business continuance/disaster recovery plans, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- · Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances E_Port for integration into existing
- multivendor fabrics Offers Fast Ethernet or Gigabit
- Ethernet connectivity Support for full fabric, private and public loop FC devices
- High performance with an affordable price

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Eclipse 2640 SAN Router

The McDATA Eclipse™ 2640 SAN Router is the next generation of multiprotocol storage solutions. It delivers multivendor, multiprotocol connectivity within the data center and beyond. The Eclipse™ 2640 supports industry-standard protocols such as iSCSI, iFCP, and E_Port and can be used for SAN island integration, business continuance/disaster recovery planning, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- Broadest range of E-Port interoperability with multivendor fabrics
- True FC routing for maximum scalability and fault isolation
- Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances
- Offers both Fast Ethernet or Gigabit Ethernet connectivity

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Manufacturer Presentation **_**

Communications - Network & Systems Mgmt. Advertisement



Quintum's new Remote Management Session Server simplifies the installation and management of remote Tenors for ISPs, service providers, and network administrators. The RMSS provides a secure and centralized management interface within a Tenor network that allows newly installed Tenors to be registered, configured, and managed remotely, even those behind NAT firewalls. The remote management capability eliminates the need to involve enterprise customers in troubleshooting and upgrades. Tenors can be managed remotely anywhere, anytime via Telnet, FTP, or the Tenor Configuration Manager (GUI).

Tenor VoIP switches and gateways support "drop-in installation" and will automatically obtain an IP address and auto-register with the RMSS. The RMSS can then email the person responsible for managing that Tenor product that it is "online." The Tenor can then be managed remotely. A new configuration wizard is also included with Tenor Switch products and can be utilized for simple configuration via the RMSS. The Remote Management Session Server can register up to 5,000 remote Tenor switches and can manage up to 100 Tenors simultaneously.

For more information, please visit

www.Processor.com/Quintum



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- 2x Intel[®] 82573V (Tekoa) PCI-e Gigabit LAN Ports
- Built-in SATA ICH7R Controller 4x SATA (3 Gbps) Drive with RAID 0, 1, 5, 10 Support

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- Intel[®] Extended Memory 64 Technology
- 3U Chassis with 650W Redundant Power Supply
- Intel[®] server board with Intel[®] E7520 (Lindenhurst)
- Kingston 1024MB DDR333 ECC Reg. (2x512MB)
- 1pc x Western Digital 250GB SATA RAID Drive
- 16 x 1" Hot-swap SATA drive bays
- · Integrated ATI Rage XL SVGA PCI video controller
- Dual Intel[®] Gigabit Ethernet Controllers
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- Integrated ATI Rage XL SVGA PCI video controller
- \bullet Dual Intel $^{\circledR}$ Gigabit Ethernet Controllers
- · 2 SATA Channels with RAID 0 and 1



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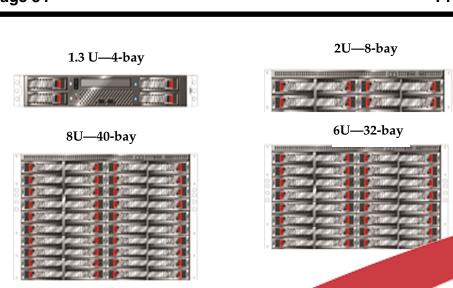
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Manufacturer Presentation .

Communications - Network & Systems Advertisement

Agilent Technologies FrameScope Pro handheld Ethernet-performance analyzer accelerates VoIP service tune-up and troubleshooting

Tester reduces time-to-resolution in VoIP service troubleshooting, provides unambiguous service level verification, documentation

Agilent Technologies' VoIP test kit for the N2620A FrameScope Pro handheld Ethernet performance analyzer is the most compact Gigabit Ethernet troubleshooting and RFC 2544 network performance benchmarking tool in its class. Capable of generating traffic up to full Gigabit line rate and equipped with optical and electrical ports, it provides end-to-end Ethernet testing across the entire network infrastructure needed for the provisioning of triple-play services.

The new VoIP testing capability helps network installers and service providers quickly and more efficiently deploy voice services to Ethernet-based networks. Network qualification that goes beyond bandwidth measurement ensures a smoother transition to VoIP, and FrameScope Pro provides the visibility of those network conditions that directly affect the voice quality.

Benefits of FrameScope VoIP include:

- Unique Autotest feature for both troubleshooting and network prequalification, which delivers detailed test results with minimum configuration effort.
- Upgradeability to VoIP testing for existing FrameScope Pro analyzers, which protects customer investments.
- Predefined performance test suites, which allow operators to run tests easily by pressing a single button.
- Remote control via any Web browser, allowing for central troubleshooting, monitoring and reporting, which eliminates costly dispatches.
- Support for PPPoE (Point-to-Point Protocol over Ethernet), which accommodates dial-in configurations.
- Active and passive Autodiscovery, which help to automatically identify network resources and rogue stations.



The Agilent N2620A FrameScope Pro VoIP is available now starting at \$6,300



For More Information www.Processor.com/Agilent (970) 679-5397

Manufacturer Presentation _____ End Nodes - Mobile Advertisement

Acer leads the market as the first company to offer a full line of notebooks featuring the new Intel® Centrino® Duo mobile technology. Dual-core processing power paves the way for ultra-fast data processing, enhanced multitasking, extended connectivity, and power-saving features that prolong battery

life, empowering users to communicate anytime, anywhere.

The TravelMate 8200 is Acer's commercial flagship notebook with a 15.4-inch wide-aspect LCD, giving users 30% more viewing space. The TravelMate 8200 features an array of security and communication solutions,including Acer Video TravelMate 8200, which blends timeless colors with

innovative materials and textures. Embodying the extreme in mobile computing, the notebook is powered by Intel® Centrino® Duo mobile technology and features next-generation GDDR3 memory, along with a wide display and total security solutions. The cover uses carbon fiber, a highly resilient and light material used in the aerospace industry for dependability. An integrated Web camera with 1.3 megapixel high-resolution CMOS delivers higher-quality video, and the 225-degree rotation of the camera means users can take photos of objects behind the notebook cover without turning the notebook around. Architectural improvements with Intel's dual-core processors, ATI Mobility™ Radeon® X1600 graphics with 512MB HyperMemory, and 256MB dedicated GDDR3 VRAM produce stunning visual realism. The TravelMate 8200 is a winner of the iF Design awards - which is an internationally renowned seal of design excellence.

Acer proudly announces that the TravelMate 8200 and 5-Series (AL1751/AL1951/AL2051W) LCD monitors have won the 2006 iF (International Forum) awards for product design. The iF seal of design excellence has become a symbol for superior quality and developed into a trend-setting design competition over the past five decades.

For More Information on Acer Products, Please Visit www.Processor.com/Acer Call: (408) 432-6200



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Manufacturer Presentation. End Nodes - Storage Advertisement

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Manufacturer Presentation End Nodes - Components Advertisement

Quad-Port 10/100/1000 Gigabit Ethernet from a Single System Slot

Interphase's SlotOptimizer™ 364G AdvancedMC™ Quad Gigabit Ethernet Card enables the delivery of advanced services in telecommunications networks. The new AdvancedMC adapter is designed specifically for converged next-generation and wireless network applications that require multiple high-speed, high-bandwidth Ethernet ports directly connected to the processor blade and provides optimum performance and CPU utilization for even the most demanding applications.

Designed for use in AdvancedTCA® and MicroTCA platforms, the Interphase 364G product features four independent 10/100/1000 Gigabit Ethernet ports, high-performance Gigabit Ethernet controllers, up to x4 PCI Express 1.0a links, auto-negotiation and compatibility with PCI Express-compliant host systems. The 364G also features an Intelligent Platform Management Interface (IPMI), enabling the card to be monitored and controlled by remote shelf management controllers. In addition, the product comes with inherent robustness, reliability, and hotswap capabilities delivered by the AdvancedMC form factor. Software support for the 364G includes drivers for Carrier Grade Linux and Sun Solaris™ environments.

Key applications enabled by the SlotOptimizer 364G include serving GPRS Service Nodes, softswitches, MSC servers, and OAM&P platforms.

> For More Information, Visit: www.Processor.com/Interphase



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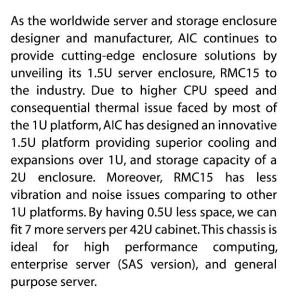
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Compared to 2U form factor

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- > More cost-effective



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Manufacturer Presentation. End Nodes - Storage Advertisement

Saturn Cipher Hard Drive Kit

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standard encryption algorithms and the special Saturn hardware design, Saturn Cipher offers practically bulletproof protection to your sensitive data stored inside the hard drive.

You can use the Saturn Cipher drive enclosure as an external hard drive, as a removable hard drive, or as a drive cartridge. The Saturn Cipher enclosure kit is designed almost identical to the regular Saturn enclosure kit. The only difference is the additional encryption key and electronics in the Saturn Cipher drive enclosure. As a result, Saturn Cipher has the same flexibility and convenience of the regular Saturn enclosure kit.

If you already have invested in the regular Saturn drive kit, you can add the Saturn Cipher solution by just purchasing the Saturn Cipher drive enclosure. The Saturn Cipher drive enclosure will mix in nicely with your existing Saturn drive cradle, share the same Saturn interface cables, power adapter and all other Saturn accessories.

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Manufacturer Presentation.

End Nodes - Storage Advertisement

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Communications - Antispyware Advertisement

Barracuda Spyware Firewall Extends Network Spyware Protection to the Desktop with Spyware Removal Tool

The Barracuda Spyware Firewall effectively monitors all inbound and outbound network activity at the gateway, blocks malware, identifies all infected machines on the network, and notifies the administrator. Once infected machines have been found, the new Barracuda Spyware Removal Tool allows administrators to scan for threats on the infected machine and then remove any malware. The Barracuda Spyware Firewall's extensive spyware and virus definition database is updated hourly via Barracuda Energize Updates, ensuring that the Barracuda Spyware Removal Tool is stopping the latest threats.

In addition, the Barracuda Spyware Firewall now shows the hostnames of infected machines, rather than just the IP address, when possible. This feature makes it more convenient for administrators to identify which machine is infected so that they can then apply the Spyware Removal Tool to remove the infection.

This latest version of the Barracuda Spyware Firewall is immediately available to all current customers at no additional charge. New customers will receive the new version out of the box. Pricing varies by model and starts at \$1,999 in the U.S. with no per-user licensing fees. International pricing varies by region. Barracuda Networks also offers free 30-day evaluations of all of its products.

A free scan-only demonstration version of the Barracuda Spyware Removal Tool can be found at www.Processor.com/Barracuda18. Or call us at 1-888-ANTI-SPAM



SPAM, SPYWARE AND IM FIREWALLS

Manufacturer Presentation _

End Nodes - Storage Component Advertisement

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385 Ravendale Drive Mountain View, CA 94043 Phone: (408) 342-5400 Fax: (408) 342-1061

Manufacturer Presentation.

End Nodes - Storage Advertisement

Affordable & Reliable Enterprise-Quality Data Protection For Small & Medium-Sized Businesses



Small and medium-sized businesses can now enjoy the same class of data protection as large enterprises, thanks to Accordance Systems' new ARAID™. Connected to either local PCs or a central server, the ARAID™ IDE and SATA controllers' RAID 1 capability has now been expanded to protect Registry files, open database files, and application files. ARAID attaches directly to your drive port or externally via your USB or Firewire.

Accordance Systems' ARAID is the first low-cost RAID system of its class, disk mirroring all computer files for disaster recovery and data backup.

The Accordance ARAID controller supports dual hard drives and mirrors data onto both drives. As data gets written to one disk, it is automatically copied to the second disk. If one disk fails, the data is protected on the other disk. To replace a failed hard drive, the user simply pulls out the removable ARAID hard drive tray, pulls out the bad disk, and replaces it with a new one. The ARAID automatically copies the data from the remaining good drive onto the newly inserted hard disk.

The ARAID is commonly used for backup by using three hard drives: one that stays in the ARAID controller and two that are rotated in and out. The removed hard disk is taken offsite to provide reliable and secure storage of valuable data against disaster scenarios. This is an effective replacement to using tape cartridge backup systems. **Studies have shown that a third of all tape backups never finish correctly.** Disk-based backups using the ARAID are less expensive, less labor intensive, and more reliable than tape-based backups.

3636 Westown Parkway, Suite 203 West Des Moines, IA 50266 Phone: (866) 334-4446 Fax: (515) 226-3462



Manufacturer Presentation _____ End Nodes - Email Appliance Advertisement

Enterprise-Strength Email Protection for Small Businesses

Now small businesses can have the same level of protection against viruses and spam as enterprises. Symantec offers three email security deployment options designed specifically for small businesses.



Symantec Mail Security 8220 Appliance is preconfigured for ultimate affordability, while offering fast and easy deployment of protection technology used by more than 300 million mailboxes worldwide. Offering both inbound and outbound protection, the appliance provides multilayered technology for best-in-class detection rates, as well as automatic updates to reduce administration load while increasing antispam effectiveness.



Symantec Brightmail[™] AntiSpam software can be deployed on an existing email server or dedicated servers running Windows®, Linux®, or Solaris[™]. Email security policies can be personalized through the easy-to-use Web-based administration console and automated updates increase security effectiveness while reducing administrative efforts.



Finally, **Symantec Hosted Mail Security** offers a subscription-based protection model for quick and easy activation of Symantec's leading security technology.



For more information on these security solutions please visit www.Processor.com/Symantec

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. Manufacturer Presentation .

End Nodes - Workstation Advertisement

Pentium M-based Book PC



Equipped with the Intel® Pentium® M/Celeron® M high-performance processor, the **BPC-8080** answers the demands for Point of Sale (POS) Terminals, interactive kiosks, Automated Teller Machines (ATMs) with expanded capabilities, gaming terminals and even high-rel and harsh environment equipment.

The **BPC-8080** is engineered for the Intel 915GM and ICH6M chipset platform and supports DDR2 SDRAM DIMM sockets up to 2GB of memory. Also, with the onboard Intel 915GM built-in Intel Graphics Media Accelerator (GMA) 900, it delivers superior multimedia capabilities. With its PCI Express expansion slot, the **BPC-8080** also offers an option to add other devices such as graphic cards.

The **BPC-8080** features completed I/O connectors such as 4 COM ports each with 5V or 12V voltage selectable, 1 parallel port, 1 slim FDD interface, 2 EIDE interfaces, keyboard, mouse, line-out, 1 Giga LAN and 6 USB 2.0 ports. The **BPC-8080** comes with VGA and DVI output, and it provides an excellent solution for dual display and unparalleled resolution experience.

With the compact size, including low power/high-performance processing platform, hard disk drive, DVD-ROM, PCI Express slot, multiple input-output ports and Gigabit Ethernet communication etc., the **BPC-8080** is undoubtedly the one to maximize your productivity.

For More Information: www.Processor.com/ProTech



950 Fee Ana St., Suite B Placenta, CA 92870 Phone: (714) 996-7200 Fax: (714) 996-7300

Manufacturer Presentation -

End Nodes- File Transfer Appliance Advertisement

Accellion Courier Secure File Transfer Appliance

Secure File Transfer Assessment Initiative

Secure File Transfer Assessment Initiative (Secure FTA Initiative) seeks to shed light on the Sarbanes Oxley/HIPAA compliance and security benchmarks and best practices for current business processes that involves file transfer.

Gone were the days when network traffic was limited and security concerns few. IT staff and end users can no longer rely upon FTP and email to transfer files. The IT platform-agnostic and business-process-flexible Accellion Courier File Transfer Appliance

(FTA) is the only true appliance solution on the market that meets today's secure and ad hoc file transfer needs.

FTP and Email are no solution

E-mail and FTP have become part of the problem for today's secure, ad hoc, and instantaneous file transferring needs. Prevalence of large files (>10MB) has spread from limited specialty users, such as video and audio files, engineering documents, manufacturing specifications, medical diagnostics, and lab results, to the everyday business needs of sending large presentations and high-resolution graphics.

Receive and Send any size file - ad hoc and secure

Courier File Transfer Appliances (FTA) provide an intuitive way to exchange large files of any size, including gigabytes, with internal and external recipients. Courier FTAs allow users to design file-transfer processes that make sense by providing uncompromising security while hiding its complexity from the everyday user.

Reduce network, systems, and IT management burden

With 80% of email traffic in attachments, Courier File Transfer Appliances (FTA) decouple file transfer from email and restore sanity to email and WAN managers. End users will stop complaining about mailbox quotas and attachment sending limits. With the policy-based file lifecycle administration tools and the Plug in/Set up/Forget appliance design, the IT team can focus on other priorities without diluting service quality.

To get your FTA please call (650) 739-0095 or visit www.Processor.com/Accellion



Manufacturer Presentation _______ End Nodes - KVM & Console Access Advertisement

KVM.net

IP Solutions for the KVM network



Centralize Management of IP Access to the KVM **Network**

KVM.net is an IP access management solution for the enterprise environment. It centralizes management of access to servers and network devices, unifying administration of KVM/IP targets, devices and users across geographic locations.

KVM.net manages the KVM network for businesses with large numbers of servers, network

devices, and remote access users that need to be managed centrally. Examples include distributed data centers, testing labs, and lights-out facilities.

Access all your servers via a single IP address

KVM.net gives IT managers and administrators a unified view of their KVM infrastructure. It manages IP access to the data center servers and devices, even if the KVM network is distributed across many physical data centers.

The intuitive, browser-based GUI provides complete transparency for users regarding location, topology, and configuration. Users simply log on to a single IP address that routes them to their assigned targets, and that's all they see.

Secure your KVM IP network

KVM.net's Access Rights Management System is designed to align with existing authentication mechanisms. Sessions are secured using standard 128-bit SSL.

Security is implemented in three places; between the user and the KVM.net Manager, between the user and the connected IP gateway, and between the KVM.net Manager and the IP gateways.



www.Processor.com/Minicom

(888) 486-2154

Minicom Advanced Systems Inc. 414 North Wood Ave. Linden, New Jersey 07036

Manufacturer Presentation.

End Nodes - Server Advertisement



Stratus ftServer W Series 5700 System

The ftServer® W Series 5700 system from Stratus Technologies is the industry's first fault-tolerant server to use Dual-Core Intel® Xeon® processor technology. The two-way server (with eight processing execution cores) provides 99.999% uptime and is ideal for enterprise business processing and multitasking applications.

The ftServer 5700 supports the Microsoft® Windows® Server 2003 Enterprise Edition operating system and uses Stratus-engineered chipsets and the company's patented Continuous Processing® technology to bring premier continuous availability to decentralized mission-critical computing.

The server is available with the Virtual Technician module (VTM), a fault-tolerant remote access controller that connects to the fully fault-tolerant Stratus® ActiveService™ Network to help ensure the highest reliability possible. The ftServer 5700 also supports the Stratus Active Upgrade™ technology for online patching, hotfixes, and upgrades.

PROCESSORS

Logical processors 2-way SMP

Processor Dual-core Intel® Xeon™ processor 2.8GHz 2MB iL2 per core Cache

Frontside bus 800MHz

MEMORY

Min/max memory 2GB/16GB DDR2

I/O SUBSYSTEM

PCI-X slots 6 x 64/100

STORAGE SUBSYSTEM

SATA drives supported 400GB (7200rpm); 74GB (10,000rpm)

(SATA) 6 Base system drive slots (FC) 12 Expansion drive slots

www.Processor.com/Stratus



Stratus Technologies U.S. Operations 111 Powdermill Road Maynard, MA 01754-3409

978-461-7000

IM Appliance

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Starting at \$1,999 No Per-User Licensing Fees!



Barracuda IM Firewall

- **IM Traffic Identification**
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- Private and Secure IM Server/Network Keyword Identification and Reporting
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- 1 year parts/labor warranty, lifetime technical support
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Mobile Storage www.Processor.com/Lacie6



Lacie's SAFE Mobile Hard Drive with Encryption with new DES or Triple-DES hardware encryption in 40GB, 80GB and now largest 120GB capacity is a revolutionary biometric access hard drive. The new encrypted model lets you choose between different levels of security depending on your needs. LaCie SAFE with Encryption is ideal for transferring and carrying sensitive data.



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Direct Attached Storage

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\$5,489 \$8,979

SecurStor XRS - RAID 6

RAID 6 (eXtra Raid Security) provides dual parity that virtually eliminates the possibility of data loss due to drive failure. High-speed and dependable disk-to-disk technology. Ideal for tape library replacement, server consolidation, and cluster configurations, including email, web, and database servers. On-line capacities up-to 8TB per array.



3220 Commander Drive, # 101 Carrollton, TX 75006 Phone: (800) 995-1014 Fax: (972) 980-0375

Network Attached Storage

www.Processor.com/MDI



Express Stor is a multifunction appliance that provides a consolidated management point for controlling primary and secondary storage. It acts as a centralized NAS that more efficiently accesses, shares and distributes information across the enterprise and provides high-speed access to large data stores. Users easily find data and share files among various operating systems.



45 Skyline Drive Lake Mary, FL 32746 Toll Free: (800) 228-0891 Phone: (407) 472-6000

Manufacturer Presentation ______ End Nodes - KVM Accessory Advertisement

AdderLink AV Series



The AdderLink AV Series is a range of audiovisual extenders delivering high video resolutions and superb-quality audio up to 300m using standard CATx cable (x=5,5e,6,7), ideal for Digital Signage and Media Streaming applications.

The AV Series is composed of four interchangeable units designed to fit together as logical building blocks that deliver on the promise of a flexible solution that can be tailored to meet growing requirements.

Features include:

- **Video performance:** Industry-leading resolutions of 1600 x 1200 are achievable at 200m (650 feet) and 1280 x 1024 at 300m (1000 feet).
- Video compensation: The AdderLink AV units apply a high level of signal compensation that allows for greatly increased range of very smooth and fine adjustments.
- **Brightness control:** The AdderLink AV offers its own brightness correction to ensure that the image is crisp, clear, and bright, regardless of distance.
- Audio: Digital audio transmission delivers high-fidelity, click-less audio for speakers and microphones
- Integrated DeSkew: The AdderLink AV101R has integrated skew correction with a 300MHz bandwidth, meaning that is more than powerful enough to counteract the negative effects of the skew.
- Rack options: Both transmitter and receiver units can be used standalone or up to 16 units can be mounted into a 3U chassis.



Learn more about the AdderLink AV Series at www.Processor.com/Adder2 or call us at 888-932-3337

Manufacturer Presentation _____ End Nodes - Server Advertisement

Fusion A8[™] 8-Way AMD[®] Opteron[™] Rackmount Server

Limited-Time Offer \$42,195(US)

as described below, plus applicable taxes. Dual-Core CPU configurations available but not included in special configuration. Call Western Scientific for more details.

Description

The FusionA8™ 8-Way AMD®
Opteron™ -powered server delivers
high processing capabilities to the
high-performance computing market. The FusionA8™ is built around
the advanced 64-bit Dual-Core
Opteron™ 800 Series processor
technology from AMD® and features
4 GbE ports and support for a maximum of 64GB memory. 4 PCI-X
64/133MHz and IPMI 1.5 make the
FusionA8 server a powerful solution
for any HPC processor technology.

Service Plan

1 Year 8/5 Help Desk Next Business Day Onsite



Features

- 1-8 Dual-Core AMD® Opteron™ 800 Series CPUs
- 128GB of DDR333 or 400 memory
- 32 memory slots (4 per CPU)
- 2 fixed 3.5" drives
- Up to 10 hotswap SATA or SCSI drives
- Optional SATA or SCSI internal RAID controller
- (4) x 10/100/1000 onboard Gigabit ports
- (4) 64-bit 133/100/66 PCI-X slots
- N + 1 power supplies
- Front-to back cooling
- Optional IPMI system management
- DVD + floppy
- USB, serial, VGA ports
- Supports 32- and 64-bit Linux and Windows OS

For More Information: www.Processor.com/Western



9445 Farnham St. San Diego, CA 92123 Pho: (858) 565-6639 Fax: (858) 565-6938

. Manufacturer Presentation .

End Nodes - Cases Advertisement

MRC-2CC 2U-12 Swap Bay Enclosure Rackmount Chassis



MRC-2CC

MMI's MRC-2CC is the first Fault-Tolerant 2U IPC Chassis with 12 Hot-Swap SATA 3.5" Hard Drive Bays. The MRC-2CC is designed to hold a standard ATX Motherboard and up to a N+1 Dual-Redundant 600W PFC Power Supply.

- Dimensions: 2U 20" Deep
- Form Factors: ATX
- Expansion: 3-Slot Horizontal PCI Slots, 7-Slot Vertical Low-Profile PCI Slots
- Drive Bays: 12 Hot-Swap/Backplane SATA 3.5" Drive Bays
- Chassis Cooling: 2 x 80mm fans, 1 x 60mm fans (Noise Killer)

With MMI as your technology provider, you get an edge over the competition. MMI has an in-house, dedicated, highly trained R&D team with the facilities, software, and equipment to get the job done. Quality material is the key to superior reliability and performance. MMI designs and builds its products so that the total cost of ownership is low.

Call MMI today and let us know how we can be of service to you.



More Info at www.Processor.com/MMI or call 800-686-1890

Manufacturer Presentation .

End Nodes - Thin Client Advertisement

The Neoware e90 and Neoware e140, like other members of Neoware's family of thin clients and software products, enable enterprise customers to run Windows(r), Internet, and legacy applications on servers and display them on secure, manageable, solid-state devices that have no hard drive, DVD, fan, or other moving parts. With the introduction of the Neoware e90 and the Neoware e140, Neoware now offers the industry's broadest family of thin-client solutions, with a choice of open, standards-based operating systems that are manageable with open, standards-based management software.

Specific capabilities of the Neoware e90 and Neoware e140 include:

Neoware e90



- * Available with a choice of Neoware-enhanced Windows CE, Windows XP Embedded, and Linux operating systems, and it's manageable by industry-standard management software, including Neoware ezRemote Manager, IBM Tivoli, Microsoft SMS, and Altiris.
- * Features a new compact, space-saving design with an internal power supply that eliminates the external "brick" found on other thin clients for easier installation, higher ongoing reliability, and better ergonomics. Neoware is the first global provider to offer this combination of compact design with high performance.
- * Includes a high-performance processor that is ideal for running local applications such as Microsoft Media Player, Internet Explorer, and Java.
- * Includes three conveniently located USB ports, two serial ports, one parallel port, and PS/2 keyboard and mouse ports to provide support for the widest range of peripherals.

Visit www.Processor.com/Neoware2 for More Info

Neoware e140



- * Available with a choice of Neoware-enhanced Windows CE, Windows XP Embedded, and Linux operating systems, and it is manageable by industry-standard management software, including Neoware ezRemote Manager, IBM Tivoli, Microsoft SMS, and Altiris.
- * Is the first thin client from a global provider that includes digital video output (DVI), which displays brighter and truer colors and a sharper image with flat-panel monitors.
- * Includes a high-performance processor that offers superior performance for running local applications such as Microsoft Media Player, Internet Explorer, and Java.
- * Features an optional PCI slot for wireless cards, dual-head video, and other requirements.

Visit www.Processor.com/Neoware1 for More Info



Phone: (610) 277-8300

. Manufacturer Presentation **_** End Nodes - Storage Advertisement

Titan 2000 Series

Featuring Advanced Virtualization, Global Namespace, and 10 Gigabit Ethernet

Titan 2000 systems deliver twice the performance of BlueArc's first-generation Titan and nearly three times higher performance than the highest results from competitive systems in the market.

BlueArc's Titan 2000 series includes two models, the Titan 2100 Storage System and the Titan 2200 Storage System. The Titan 2100 Storage System delivers 5Gbps of throughput and scalability to 256TB, and the Titan 2200 Storage System delivers 10Gbps of throughput and scalability to 512TB. Both systems come standard with advanced connectivity options, including six client-facing Gigabit Ethernet ports and four 4Gb Fibre Channel ports, delivering the highest available throughput in a single network storage device. Both the Titan 2100 and Titan 2200 systems offer a 10Gb cluster interconnect port between systems and a single unified namespace between clustered Titan devices. Featuring a 40Gb backplane, the Titan 2100 and 2200 systems enable customers to realize the full potential of 10Gb Ethernet, while others in the market offer no technology roadmap to wrestle with network challenges on the horizon.

Storage Without Compromise



- Dynamic Storage Pools
- Scalable Tiered Storage
- True Linear Scalability
- 10 Gigabit Ethernet Support
- Unified Namespace
- Advanced Virtualization
- Application Consolidation
- · Converged Block and File



For More Info: www.Processor.com/BlueArc or call 408-576-6600

. Manufacturer Presentation **_** End Nodes - Printer Advertisement

New TDS320 Large-Format Print System



At last, a single system to take large format document users into a fully functional digital workflow—and that is reliable, adaptable, and affordable.

Meet the new Océ TDS320, an entry level, digital system that offers high functionality in an affordable package for lower volume users. The Océ TDS320 makes it easy for large format copier users to move up to a digital solution without a large initial investment, plus it eliminates the cumbersome, two-step plot-then-copy process for inkjet users. The result is a more productive workflow without sacrificing quality or budget.

Features such as scan-to-file functionality, copy-set processing, and a fully integrated stacker make the Océ TDS320 productive and time-efficient. Available in upgradeable configurations of printer, copier, or full multifunction system with scan-to-file capability.

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Network Attached Storage

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- Robust storage server ideal for: Math Applications. Scientific Modeling, and Weather Forecasting

 • 64-Bit EdgeWare™ Storage Operating System
- Four Dual Core Opteron Processors
- NAS or IPSAN Configuration
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- Optimized components for maximum Performance



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Storage Component

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Serial ATA - SATA

- 1.5Gb and 3Gb Cables
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- Drive Cables
- eSATA Cables and Adapters
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• 4X to (4) 7-Pin

• In Stock!!!



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PCI-Express SATA II 3Gb/s RAID Controller

Featuring RAID 6 and also 0, 1, 0+1, 3, 5 and JBOD 4, 8, 12, 16, 24ports, Intel I/O Processor, DDR Memory Online RAID Level/Stripe Size migrations, Online RAID Capacity expansion and RAID level migration simultaneously, NCQ and Staggered Spin-up Support, Battery Backup ready, I2C, Full OS Support.



2861 Saturn St. Unit B Brea, CA 92821 Phone: (714) 961-0800 Fax: (714) 961-0899

Storage Component

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- For SATA Hard Drive
- Fits standard 5.25" bay
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- 3 built-in fans
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- Key lock to secure your data
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BASON COMPUTER

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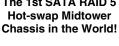
Workstation www.Processor.com/Arbor2

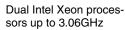
The 1st SATA RAID 5



Supermicr•







- Super X5DAL-TG2 server board/533FSB Up to 8GB ECC Reg.
- DDR 266 SDRAM
- 18 x AGP Pro 1.5V slot • 2 64-bit PCI/X 66/133, 2 32-bit PCI
- Dual Gigabit LAN Ports
- 12" x 9.8" ATX form factor



2032 Bering Dr. Phone: (408) 452-8900 San Jose, CA 95131 Fax: (408) 452-8909

Workstation

www.Processor.com/ProTech



Equipped with the Intel® Pentium® M/Celeron® M highperformance processor, the BPC-8080 answers the demands for Point of Sale (POS) Terminals, interactive kiosks, Automated Teller Machines (ATMs) with expanded capabilities, gaming terminals and even high-rel and harsh environment equipment.

For More Information: www.Processor.com/ProTech



950 Fee Ana St., Suite B Placenta, CA 92870 Phone: (714) 996-7200 Fax: (714) 996-7300

Manufacturer Presentation

End Nodes - Component Advertisement

Sensory Networks announces the NodalCore IPS Accelerator for Snort with Gigabit Performance.

Their patented NodalCore technology turbocharges the world's leading Intrusion Detection and Prevention System to gigabit rates with unrivaled rule support.

Sensory Networks, the leader in acceleration technology for network applications, today released the NodalCore IPS Accelerator for OEM vendors of IDS, IPS, and UTM systems. The accelerator supports the Snort engine and performs content inspection of network traffic while assessing Snort rules in real time.

Traditional architectures dramatically drop in throughput once deepinspection is turned on, according to Sensory. By offloading the CPU intensive content-matching functions to a pre-integrated C-2000 MX or Ultra PCI cards, it reduces system resource contention and accelerates throughput. It comes with the following features:

- 1Gbps end-to-end throughput with 60,000 rules loaded
- · Compatible with Snort 2.4 and older versions
- Preprocessor support includes TCP stream reassembly, IP defragmentation and URI decoding.
- Suitable for OEM vendors of IDS, IPS and UTM systems
- Available now for C-2000 MX and Ultra PCI cards

Sensory Networks is a leading OEM provider of high performance network security acceleration technology. The company's NodalCore hardware acceleration products include a broad range of chipsets, accelerated software libraries, PCI acceleration cards and appliance platforms for Antivirus, Antispam, Antispyware, Content Filtering, Firewalls and Intrusion Detection/Prevention systems

For More Information Please Visit: www.Processor.com/SensoryNetworks3

• 2595 East Bayshore Road Suite 200 • Palo Alto, CA 94303 • info@sensorynetworks.com • (650) 292-4636



Manufacturer Presentation.

End Nodes - KVM & Console Access Advertisement

4-Port USB Audio KVM Switch Kit

The best valued and most versatile 4-port USB 2.0 Audio KVM Switch from ConnectGear - UG104. This switch manages up to four PCs or Macs equipped with USB 2.0 or 1.1 ports from a single PS/2 keyboard, PS/2 mouse and monitor. It has a built-in console audio jack to allow connected PCs or Macs to share the speakers. UG104 is the best-valued KVM switch because it also offers three built-in USB 2.0 ports for USB peripheral sharing among connected PCs or Macs such as printers, scanners, external hard drives, and cameras.

UG104 features intelligent PS/2 mouse and keyboard emulation to ensure flawless bootups. User can either use push buttons or on-creen display (OSD) menu for port selection. In the Auto Scan mode, different (5 ~ 30 sec.) time intervals can be set to monitor the computers.

UG104 comes with four sets of special 6-foot USB cable kits with audio plugs for your convenience.



Fasy to install - no software required, complete installation within minutes using bundled cables Easy to operate - port selection using push buttons or on-screen display (OSD) menu.

Flawless booting - PS/2 keyboard and mouse emulation for error free bootup.

Audio support - console audio jack provided for speaker sharing. Built in USB hub - 3 additional USB 2.0 ports for sharing USB devices such as printers, scan-

ConnectGear

ners, cameras, and external hard drivers.

LED indicators - color-changing LEDs for easy system status monitoring. Bundled cables - four special six-foot USB cable kits with audio plugs are included.

Auto Scan - auto scan function with variable scan time interval settings. Metal casing - rugged metal case and compact design for easy placement.

Warranty - one-year limited warranty

3653 Yale Way Fremont, CA 94539 (510) 438-0869 sales@connectgear.com

www.Processor.com/Connectgear

Manufacturer Presentation **_** End Nodes - Server Appliance Advertisement

Proofpoint Messaging Security Gateway

The Most Powerful, Secure Appliance for Messaging Security The Proofpoint Messaging Security Gateway™ delivers the industry's most complete and effective security for enterprise messaging infrastructures. It combines a robust, enterprise-class MTA with perimeter security, antispam, antivirus, secure messaging and outbound content security capabilities in an easy-to-deploy, hardened appliance. Proofpoint's antispam appliance is available for both large enterprises (the P-Series appliance) and small and medium-sized businesses (the X-Series appliance).

Features:

- Secures your network against spam, viruses, connection-level attacks and hackers—right at the gateway.
- Proofpoint MLX™ machine learning technology provides unrivaled antispam effectiveness and content filtering accuracy.
- Protects your enterprise from liability created by noncompliant or offensive emails.
- Protects valuable intellectual property and trade secrets.
- Deploys in just minutes by simply plugging in to your network.
- Supports encrypted email via TLS or popular third-party secure messaging systems.
- · High-performance MTA proven in the most demanding enterprise email infrastructures.
- Hardened and vulnerability-tested appliance exceeds enterprise and government security requirements.
- Integrates with enterprise identity management systems such as Active Directory, Domino Directory and other LDAP sources.
- The Proofpoint Messaging Security Gateway delivers the powerful features of the best-in-class Proofpoint Protection Server® right out of the box—without the need for extensive customization.

For More Information, Please Visit www.Processor.com/Proofpoint



10201 Torre Ave Cupertino, CA 95014 (408) 517-4710

Manufacturer Presentation .

End Nodes - Storage Advertisement

Scalar i2000 - The Intelligent Library for the Enterprise



Scalar i2000

An intelligent library for the enterprise

- 1 to 96 Drives
- 100 to 3,492 Cartidges
- Capacity-on-Demand
- Integrated iPlatform Architecture
- iLayer Management Software
- Fullly Integrated SMI-S support



Intelligent Storage™

The Scalar® i2000 intelligent enterprise library uses exclusive iPlatform™ architecture and integral ilayer''' management software to reduce the time users spend managing backup, cut the need for service calls by 50%, and shorten issue resolution time by 30%. The Scalar i2000 eliminates the need for external library control servers by integrating advanced management functions inside the library, including proactive alerting and remote diagnostics, library partitioning, I/O management, media trend analysis, drive usage reports, and support for SMI-S. The Scalar i2000 uses its I/O blade architecture to offer faster, more reliable operation in SAN environments, and its capacity-on-demand scalability lets users grow their backup system easily from 100 to more than 3,400 tape cartridges in a compact, 19-inch rack-compatible form factor.

Features and Benefits

- Exclusive relational diagnostics™ reduces service calls by 50% and shortens issue resolution time by 30%
- · Integrates advanced management functions inside the library for more effective management of the backup process
- Designed to support integration with leading disk-based solutions
- I/O blade architecture for faster, more reliable SAN operation and reduced switch port requirements
- Integrated SMI-S allows the library to be managed through standard SRM tools, including EMC ControlCenter™
- Drive utilization and media integrity analysis tools for advanced library resource management and diagnostics
- Advanced scalability with rack-compatible capacity-on-demand growth
- Supported by ADIC's iSurety[™] service approach that provides remote diagnostics for the library and the storage ecosystem
- One-year onsite service included for the highest levels of protection

For More Information Call (800) 336-1233 Please Visit www.Processor.com/ADIC2

Linux Server Virtualization

Virtuozzo for Linux 3.0 available now!



Virtuozzo creates isolated, secure VPSes (virtual private servers) or virtual environments on a single physical server enabling better server utilization, ensuring guaranteed resources, and preventing applications from conflicting. Each VPS performs and executes exactly like a standalone server; VPSes can be rebooted independently and have users. IP addresses, processes, system libraries, and configuration files.

As an operating system virtualization solution, the unique architecture enables the most efficient use of hardware, software, and management resources. The light overhead and efficient

design of Virtuozzo makes it the right virtualization choice for server consolidation, disaster recovery, and all production servers with live applications and data.

Virtuozzo for Linux 3.0 leverages some architectural improvements to provide these major enhancements:

- Zero-Downtime Migration Virtuozzo captures the state of an existing virtual private server and migrates it to a new physical server without any interruption in service or availability. The migration may be done between any two networked Virtuozzo servers
- EZ Template Management Building on Virtuozzo's capability for creating both operating system and application templates, EZ Templates feature smarter template creation and loading with the capability of defining, finding, and resolving software dependen-
- New Resource Management Virtuozzo enables administrators to define many processing parameters to very precisely define a virtualized server's performance. The new resource management option offers a simplified interface that helps administrators set a few basic parameters based on expected system performance to manage the same server resources.
- 2.6 Kernel Support Virtuozzo now supports distributions based on the 2.6 Linux kernel. It is also backward compatible for 2.4 distributions so older virtual private servers and applications do not necessarily need to be upgraded to reside on the same Virtuozzo server.

Visit www.Processor.com/SWsoft for more information!



Fax Server Software Addresses Compliance & Spam



Zetafax network fax server software now does a lot more than simply enabling employees to send and receive faxes from their desktop and laptop PCs.

Zetafax helps meet compliance legislation. **Compliance** remains the No. 1 issue for organizations across many sectors, especially financial services, healthcare, and local government sectors, with regulations such as HIPAA, Sarbanes-Oxley, and the Data Protection Act now in force. Zetafax helps IT managers meet increasing board-level demands for IT departments to support compliance-related targets. For instance, all faxes sent and received with Zetafax can be stored electronically for archive and

retrieval. Sensitive and confidential documents can be kept private by faxing directly from PC to PC, and fax audit trails can be maintained. Zetafax supports compliance requirements, and it also helps IT managers cope with the growing use of fax as a mass marketing tool. The product now includes a **Junk Fax Filter**, providing an effective way of dealing with increasing amounts of fax spam.

"We have taken a hard look at the daily issues facing our customers and developed a new version of Zetafax which goes beyond simply sending and receiving faxes", says Chris Oswald , CEO of Equisys. "Compliance legislation and fax spam are just two key issues which Zetafax 2006 helps to address. Our new fax creation tool means that faxing is now even faster and easier for users which by definition means Zetafax is easier for IT managers to manage."

Improvements for IT managers:

A key new management feature is the Junk Message Filter. This allows network administrators to automatically delete junk faxes (or fax spam) or to divert them to a specific folder on a system-wide

A new "Do Not Dial" control allows network administrators to prevent users sending faxes to specific numbers such as premium rate services or selected international destinations. Restrictions can be made by number prefix, area code, or DDI.

The enhanced Server Queue Management feature allows network administrators to control at sever level the priority of faxes that have already been submitted. This means that if nonpriority faxes are holding up more important ones, they can be sent to the back of the queue.

For More Information, Visit www.Processor.com/Equisys



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Data Comm Component

www.Processor.com/Interphase



Quad-Port Gigabit Ethernet Interface Card

The SlotOptimizer™ is a perfect solution for use in conjunction with early ATCA processor blades, which have few or no native faceplace Ethernet ports. It is best suited for applications requiring multiple ports directly connected to the processor blade, including both telecom-oriented and general-purpose computing platforms.



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Plano, TX 75093 Fax: (214) 654-5500

Application Development

www.Processor.com/AdventNet



AdventNet QEngine is an extensive, platform independent Test Automation tool used for Web, functional, acceptance, performance, API and regression testing. Supports testing of applications developed using HTML, JSP, PHP, XML, SOAP, WSDL, e-commerce, traditional client/server etc. Tool is developed using Java which facilitates portability and multiple platform support Windows, Linux, and Solaris.



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Service Desk

www.Processor.com/Layton2



Web-Based Help Desk

Whether you require a simple call logging system or a more sophisticated help desk with Service Level Agreements, Escalation Processes and Email Alerts, HelpBox™ provides the ideal solution.

- · Corporate Look and Feel
- Time Analysis
- Active Directory Filtering
- End User access to log / progress calls
- Active Directory / LDAP integration LOG



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Service Desk

www.Processor.com/NameScape2

Are you tied up resetting network passwords?

Let end users change expired and locked-out accounts with myPassword - the self-service password management Web site for Microsoft Active Directory.

myPassword is a secure way to eliminate password reset calls to your Help Desk.

myPassword includes:

- Question & Answer Profiles
- Audit Logging
- Real-time Email Notification



Contact Namescape today for a free trial www.Processor.com/NameScape2



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Asset Management

www.Processor.com/Layton



Got 2 minutes? This is all it takes to start CONTROLLING vour asset inventory and licensing with AuditWizard™.

- Audit your entire network 6 different ways
- · Identify and audit all mobile and USB devices
- Detect, Analyze, and Report on PDA's, Smartphones, Flash Cards, etc.
- No client installations
- SQL version available also



Starting Price

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Storage Utility www.Processor.com/QStar



Storage Management) has been setting the standard for storage management since its introduction. QStar HSM has continued to evolve to provide even greater performance and data security for the lifeblood of your business. With thousands of installations around the world and supporting a wide range of archival media and platforms, your choice of a solution is now easier to make than ever before.

QStar HSM (Hierarchical



2175 W. Highway 987 Mary Esther, FL 32569 Toll Free: (800) 568-2578 Phone: (850) 243-0900 _Manufacturer Presentation _____ Software - Network & Systems Mgmt. Avertisement

Breakthrough Technology: Maximum System Performance – Automatically

It's a known fact fragmentation cuts directly across the integrity of your systems causing crashes, slowdowns, freeze-ups and even total system failures.

NEW Diskeeper 10 provides new adaptive technology designed to wring every last drop of performance out of every computer on your network.

No more complaints from users waiting 50 seconds opening a Word document, 45 seconds saving a file,

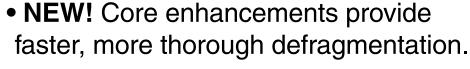
or 70 seconds searching for one.

With Diskeeper's advanced automatic "Set It and Forget It" technology, peak performance is maintained – automatically!

Diskeeper 10

"Set It and Forget It" Features

- NEW! I-FAAST™ (Intelligent File Access Acceleration Sequencing Technology), breakthrough disk performance calibration technology that boosts access speeds for the most commonly accessed files.
- **NEW!** Terabyte Volume Engine[™] defrags large volumes, SANs, RAIDs, and NAS, quickly and thoroughly.



• **NEW!** Enhanced I/O Smart[™] intelligently provides transparent defragmentation ensuring uninterrupted system operation.

- **EXCLUSIVE!** "Set It and Forget It" scheduling includes SmartScheduling™ for fully customized and automatic defragmentation based on individual usage patterns.
- **NEW!** Enhanced user interface provides easy configuration and scheduling as well as reports on disk health, real-time performance and fragmentation statistics.
- **NEW!** Native 64-bit operating systems support.

Every system on your network needs Diskeeper, The No. 1 Automatic Defragmenter with over 17 million licenses sold!

Volume licensing and Government/ Education discounts are available from your favorite reseller or call (800) 829-6468 code 4346.

SPECIAL OFFER TRY NEW DISKEEPER FREE

FOR 45 DAYS! Download: www.Processor.com/Diskeeper

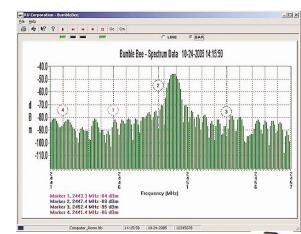
(Note: Special 45-day trial only available at above link)



7590 North Glenoaks Boulevard Burbank, CA 91504 Phone: (818) 771-1600 • Fax: (818) 252-5514 . Manufacturer Presentation **.** Software - Wireless Management Advertisement

PC Playback Viewer For Spectrum Analysis Data

Berkeley has a new PC Playback Viewer for spectrum analysis data captured on its handheld BumbleBeeTM. The Windows® software application can read and display RF data directly off the BumbleBee™ iPAQ via USB or from the iPAQ's removable SD or CF card slots via a card



reader. The PC software operates much like a VCR with PLAY, FF, REW and PAUSE buttons and allows users to view MARKER points created during capture as well as create new MARKER points for PC viewing. BumbleBeeTM PC viewer software is available now to all BumbleBee™ users for \$250.

Visit www.Processor.com/BVSystems21 for more info!



Phone: (732) 548-3737

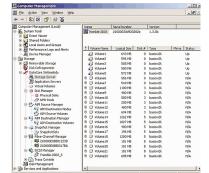
Manufacturer Presentation. Software - Storage Advertisement

Disaster Recovery & Storage Pool Mirroring

Affordable Solutions For SANs & Multiterabyte Storage Sites

DataCore Software offers a new class of affordable, remote site disaster recovery (DR) and storage pool mirroring solutions. These DR solutions are designed to protect terabyte-sized storage pools serving multiple application servers (e.g. Windows, Netware, VMware, Linux, Solaris, AIX, Unix, etc.) over LAN, SAN or WAN networks. The DR package prices start at \$7,998, which includes software to manage two separately located SANmelody disk servers, each capable of supporting terabyte storage pools, plus a choice of disaster recovery software—either asynchronous LAN/WAN-based replication software for disaster recovery over

great distances or simple and fast synchronous LAN or SAN failover mirroring software for storage pools supporting systems stretched across buildings, campuses or cross-town distances. These packages usher in a new product class delivering the highestend data protection capabilities at a price point comparable to low-end single system replicators. Users get all the software they need to manage and support terabyte-sized storage pools at two different sites in a single package, plus breakthrough pricing, faster performance and true enterprise-class disaster recovery and business continuity functionality.



DataCore lets small to midsized businesses enjoy all the benefits of higher-end data-centerclass disaster recovery solutions at a fraction of the cost. With these new solutions, DataCore fills the large gap and meets the need that exists between low-end system replicators (e.g. NSI DoubleTake) that cost thousands and high-end enterprise class storage array and SANbased disaster recovery systems (e.g. IBM), which are typically proprietary, complex and cost many tens of thousands of dollars. The DataCore DR solutions create a new pricing standard-priced comparable to low-end replicators, but delivering the full functionality inherent to high-end solutions.

The DataCore DR packages provide a compelling disk backup and recovery alternative to traditional system replicators and tape backup systems. DataCore protects storage pools serving multiple platforms or a mix of Windows, NetWare, VMware, Novell, Mac OS, Solaris, and Linux systems. Systems administrators do not have to juggle products that only deal with one of these platforms or be forced to add agents to each application server just to mirror data between sites. Many environments today are also caught in the middle: They need a faster and better solution than trying to recover from tape but can't afford the high cost of remote site disk mirroring.

www.Processor.com/DataCore3



(954) 377-6000

Database & Data Mining

www.Processor.com/ProClarity



ProClarity Analytics 6, version 6.1, supercharges the Microsoft business intelligence (BI) platform, making it easier than ever for IT to create a successful BI solution, and simpler than ever for decision makers to use it.

> For evaluation software: www.Processor.com/ProClarity



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Imaging & Printing

www.Processor.com/Pegasus



Comprehensive Imaging Toolkit

ImagXpress is the comprehensive image processing toolkit designed IMAGXPRESS[™] for document imaging, forms processing, photo and color imaging

application development. Features include image viewing, editing, clean up, printing, powerful TWAIN scanning, fully programmable annotations, redaction, anti-aliasing, deskew, despeckle, multi-page TIFF and PDF. Barcode, ICR, OCR, OMR, ISIS scanning, forms recognition, and forms processing are all available as add on toolkits.

For complete product information on ImagXpress, visit: www.Processor.com/PegasusImaging



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Antispam

www.Processor.com/LogSat



With SPAM Filter ISP, you can block spam & viruses before they reach your mail server. SPAM Filter ISP is configured to be your spam filter gateway and handles all incoming emails going to the servers listed for your MX records. SPAM Filter ISP can be configured to listen on a specific IP, multiple IPs, or all IPs bound to the NIC card.

For More Information, visit www.Processor.com/LogSat



Longwood, FL 32791 Phone: (407) 650-3008

Email Utility

www.Processor.com/RedEarth

\$395 for 10 users



Policy Patrol Email for Exchange Server and Lotus Notes/Domino offers antispam, antivirus, keyword filtering, attachment blocking, compression, disclaimers, signatures and many more email management features. Policy Patrol includes a powerful rules wizard that allows you to create customized user-based rules by specifying conditions, exceptions and actions.



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Defragmentation

www.Processor.com/Diskeeper



Disk fragmentation causes crashes, slowdowns, freeze-ups and even total system failures. Manual defragmentation just isn't practical—it takes too long. NEW Diskeeper 10 is the "Set It and Forget It"® high-speed defragmenter that runs undetectably in the background and makes the problems of fragmentation go away forever!

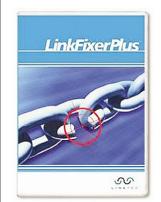
Free Trial: www.Processor.com/Diskeeper



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Link Management

www.Processor.com/LinkTek



LinkFixerPlus is the first app that automatically fixes links in batches of files when conducting a file or data migration due to: server upgrades or consolidations, server name changes, new storage servers, path name changes or folder reorganizations. LinkFixerPlus allows you to move or rename Microsoft® Word, Excel, PowerPoint®, Autodesk® AutoCAD®, Adobe® InDesign®, PageMaker® or HTML files, in batch, including the files they point to.



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Manufacturer Presentation.

Software - Network & Systems Mgmt. Advertisement

Network Security & Compliance Software

AlterPoint Expands DeviceAuthority 4.0

Version 4.0 Delivers Enhanced. **Enterprise-Class Compliance and Security Capabilities for Network** Management

Most large companies have difficulty meeting the demands of security and compliance at the network level in a cost-effective manner. The effort to truly understand the details about every device installed, along with the different operating systems and change data, is a tremendous challenge. DeviceAuthority 4.0 eliminates the need for companies to tie up their precious network engineering and

Policy Summary Report

operations personnel to do this tedious, but critical work.

AlterPoint's customers, in industries such as financial, healthcare, government and technology, rely on some of the most complex networks in the world and they understand the impact that better network visibility and management has on their ability to reduce security threats, increase reporting capabilities, and meet auditing requirements. The expanded policy engine in version 4.0 enforces best practices and enables continuous compliance by making it easy to create rules for devices and groups, and then validating, in real time, every change made against the associated policies.

"Our DeviceAuthority 4.0 enhancements were developed in direct response to enterprise customers' requests to address the growing concern for network security and compliance with regulations like Sarbanes-Oxley, HIPAA and NSA security guidelines," says Jeffrey Ait, AlterPoint president and CEO. "In order to meet the stringent internal and external security and compliance requirements. DeviceAuthority now provides the most powerful capabilities to meet and enforce mandates, such as separation of duties between auditors and administrators, tracking every user action along with 'reason codes' for complete accountability, and masking sensitive information down to the configuration element."



For Complete Information, Visit: www.Processor.com/AlterPoint (888) 228-3422

Manufacturer Presentation _

Software - Messaging & Groupware Advertisement

GFI MailEssentials: Spam & Phishing Protection

GFI MailEssentials 12 (antispam software) now protects users from phishing emails by detecting and blocking them before they reach the recipient's mailbox.

Featuring PURBL, a phishing URI realtime blocklist, GFI MailEssentials 12 extracts links from the message body and checks them against a list of well-known phishing sites. GFI MailEssentials 12 also scans typical phishing keywords, which identify and treat the message as spam once found.

The Exchange administrator's daily workload is greatly minimized as the software works at server level, so administrators do not need to install antiphishing software on every desktop. The product

also features server-based Bayesian filtering technology that automatically adapts to each organization's email environment so administrators do not need to intervene.

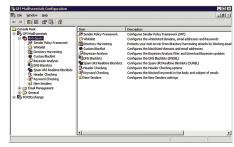
MailEssentials Server-based antispam, antiphishing,

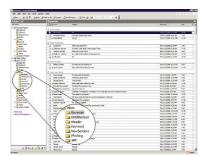
GFI MailEssentials 12 incorporates GFI's investment in developing innovative technologies to reduce the number of legitimate emails blocked in error. Features such as email header analysis and keyword checking, and sender- and recipient-based

For a 10-Day Free Trial, Visit: www.Processor.com/GFI

whitelists, in addition to Bayesian filtering technology, significantly curb the number of false positives.

David Vella, product manager for GFI MailEssentials, says, "Email phishing scams have already cost companies millions, both in terms of time spent combating the problem and dealing with the effects of the scam. GFI MailEssentials 12 allows business efficiency and security to go hand in hand, allowing companies to use their resources and infrastructure in a far more efficient and costeffective way."





GFI MailEssentials Configuration

Users can review spam email



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Manufacturer Presentation.

Software - Network & Systems Mgmt. Advertisement

nLayers InSight™ 4.5

The industry's only hybrid passive/active discovery solution

nLayers InSight is the easiest, most comprehensive solution for discovering, understanding and mapping the complex relationships between applications and technology infrastructure.

Applications, services and servers in nLayers Application Behavioral Model

nLayers is the only discovery vendor that offers instant, passive discovery for immediate, end-to-end real-time visibility and the flexibility to selectively "drill down" and compile more detailed configuration information on specific servers or services. As part of the discovery process, nLayers InSight builds a detailed, time-based Application Behavioral Model™ (ABM™) of how and when the components interact with each other, and the transactions processed in each interaction.

nLayers' unique agentless top-down auto-discovery process maintains a realtime, interactive "living" model of the entire application infrastructure at a fraction of the time and cost of manual methods or other intrusive discovery methods. Discovering entities at a rate of 500 per minute, nLayers InSight builds an interactive application map and behavior model in a few hours. The application behavior model is then continuously updated with interdependencies, configuration and usage changes, and all the information is maintained in an open, federated configuration management database (FCMDB).

Using the optional Active Discovery module, customers may selectively choose the key servers or services essential to their business (such as specific application or database servers of business critical processes), to gather detailed configuration item (CI) information using a combination of methods, including SNMP, SSH, Telnet and WMI.

nLayers InSight is different from other discovery solutions in that it continuously monitors application usage and demand, allowing organizations to dramatically reduce operational costs and accelerate today's highest-priority IT initiatives. nLayers InSight offers real-time visibility without installing software on any system or adding traffic to the network.

For More Information: Call: (408) 467-0800 Visit: www.Processor.com/nLayers



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Manufacturer Presentation **_**

Software - Network & Systems Mgmt. Advertisement

2X Makes Terminal Services & Citrix Fault-Tolerant With LoadBalancer v4

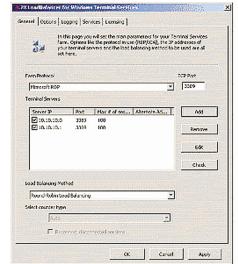
2X's LoadBalancer lets you easily implement SSL, resource-based load balancing, and session reconnection for Microsoft Terminal Services or Citrix Metaframe servers.

Resource-Based Load Balancing

2X LoadBalancer intelligently distributes the load to the Terminal Server machine with least usage.

Reconnects users to disconnected sessions

2X LoadBalancer also checks if a user is running a disconnected session on any of the servers and if so, reconnects them to the right server.



2X LoadBalancer For Terminal Services / Citrix

Ensures redundancy of Terminal Servers

2X LoadBalancer first checks whether the terminal service of a particular server is responding before forwarding a connection to it. This lets you ensure complete redundancy of each Terminal Server.

Enhanced Security using SSL

When used in SSL Gateway mode, the 2X LoadBalancer provides end-to-end SSL encryption to the Terminal Servers. This not only greatly enhances security but also provides a firewall/proxy-friendly solution with true SSL/HTTPS capabilities.

Pricing starts from as little as \$395 for managing up to two servers, \$775 for four servers, and \$1,750 for unlimited servers. More information and a Free Trial Version of the product are available at www.Processor.com/2X.



Germany Ph: (+49) 69 710456-424 Fax: (+49) 69 710456-450 Manufacturer Presentation _

Software - Network & Systems Mgmt. Advertisement

Integrated Network Management Solution

AlterPoint and Entuity Join Forces

AlterPoint and Entuity are partnering on a product that will give customers integrated, real-time and historical insight into a network's configuration and performance. The integrated product helps enterprises solve problems at the cause rather than manually sifting through the symptoms provided by traditional fault and performance management systems. By combining AlterPoint's DeviceAuthority and entuity's Eye of the Storm, companies and service providers can proactively monitor, manage, and enforce compliance, security, change, and inventory to maximize IT performance while reducing cost and risk.

Entuity's EYE is a network management suite that provides network specialists, planners, application owners and business managers the actionable information needed to manage complex networks and routed environments. AlterPoint's DeviceAuthority provides a comprehensive solution for automating and managing configurations of routers, switches, firewalls, VPNs, wireless access points, and other network devices. The integrated AlterPoint/Entuity solution will provide:

- Automated problem resolution As an intelligent NCCM solution, DeviceAuthority notifies EYE when a configuration change or a policy violation occurs.
- Inventory synchronization This benefit reduces the effort required to manage multiple inventory sources by automatically seeding DeviceAuthority's inventory with EYE's device list.
- **Dynamic topology resolution** EYE's automated, continual discovery of network topology and devices and their attributes provides a real-time, accurate, and detailed network inventory configuration management database (CMDB).

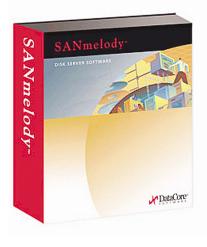
For Complete Information, Visit: www.Processor.com/AlterPoint2 (888) 228-3422





Powerful IP SAN Software at Affordable Prices

SANmelody™ pricing starts below \$1,000



SANmelody™ software converts PC servers into cost-effective expansion disk servers. Their added capacity appears as additional internal drives to disk-starved servers on LANs or SANs. This simple solution eliminates the need to commission extra application servers when the existing systems have no more room to add disks. Advanced options include point-in-time snapshots, auto failover across redundant disk servers, auto provisioning of disk space and long-distance asynchronous replication over IP WANs. These functions are host-independent and operate without occupying resources on the application servers.

To enhance application security and availability, SANmelody-equipped disk servers can maintain up-to-date copies (mirror images) of critical data currently housed on internal disk drives.

SANmelody accelerates performance through built-in caching that minimizes delays from slower mechanical drives. The software equitably distributes the available disk space to multiple applications spread across several machines by carving out smaller logical disks from larger physical disks. Ethernet iSCSI host connections and Fibre Channel high-bandwidth ports are supported. Like other powerful Windowsbased software, SANmelody runs on a wide choice of hardware platforms and disk drives. Windows, Linux, Unix, NetWare and MacOS applications may concurrently take advantage of the added gigabytes or terabytes of external disk space.

www.Processor.com/DataCore2



(954) 377-6000

.Manufacturer Presentation _____ Software - Storage Advertisement

Compressed & Encrypted SQL Server Backups

Red Gate Software's SQL Backup



Red Gate Software's SQL Backup Pro Edition provides high-performance backup and recovery for enterprise-level SQL Server implementations.

"SQL Backup Pro Edition includes two tools—SQL Backup and SQL Log Rescue—that should be a part of every DBA's toolbox," says Jason Delaune, production DBA at Tulane University. "It was a crucial tool in our backup and recovery efforts surrounding Hurricane Katrina and will continue to be a vital part of our data security strategy."

SQL Backup Pro Edition provides multiple encryption levels up to 256-bit using the AES algorithm, the same standard specified by the U.S. government for encrypting top-secret data.

The software bundle sets new standards for convenience and flexibility, enabling users to connect and manage all server backups remotely from a central client-based GUI and take advantage of wizards to plan SQL backups and automate log shipping.

Object-level recovery and log analysis is provided through SQL Log Rescue.

Advanced compression levels in SQL Backup Pro provide up to 95% smaller backups and deliver speeds up to three times faster than native SQL Server backups.

SQL Backup Pro Edition is available for \$695 per server, with substantial volume discounts. It is compatible with both SQL Server 2005 and SQL Server 2000.

A free, fully functional, 14-day trial version of SQL Backup Pro Edition is available at **www.Processor.com/RedGate**



(866) 733-4283

Manufacturer Presentation ______ Software - Security Advertisement

Acronis Privacy Expert Suite Guards Against Spyware



Acronis Privacy Expert Suite provides you with proactive, real-time protection against malware; including spyware parasites, rootkits, adware, keyloggers, hidden dialers, browser hijackers, and other malicious programs. Our latest version, 9.0, adds key new features to ensure that your PC is not infected with malware:

NEW! Rootkit removal automatically detects rootkits and enables users to remove these programs

NEW! Quarantine places detected spyware items to the quarantine store before removal

NEW! Enhanced malware shield allows you to set the level of protection you need (high, medium, or low)

NEW! Daily malware definition updates

NEW! Enhanced pop-up blocker allows you to select the level of protection you need (high, medium, or low) and allows you to block many different types of ads

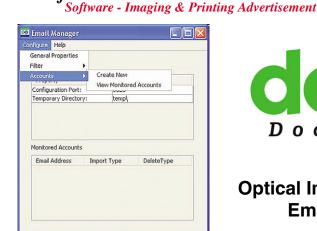
NEW! Internet cleanup utility supports Mozilla FireFox browser

www.Processor.com/Acronis7



Phone (877) 669-9749

Manufacturer Presentation.





Optical Image Technology Email Manager

The new version of Optical Image Technology's Email Manager includes several major enhancements that give it much more functionality and more configuration options for administrators than its predecessor.

The program is a powerful email archive system that allows an organization to store important emails in the fully secure DocFinity repository and locate them using one of the many retrieval options available. In the newest release, the program's ability to index emails is not limited to the traditional fields such as date, time, and sender. Any of the email's header information, both custom and standard, can also be used for indexing, allowing users more ways to store and retrieve emails. This enhancement provides more functionality, enabling emails to be associated with other documents based on their content. The system administrator sets the indexing criteria in advance, so emails are automatically indexed behind the scenes.

Additionally, the new Email Manager allows administrators to set up rules regarding which emails are stored and indexed. This enables the system to conserve storage space by rejecting spam and other messages of little or no importance. New features enable the administrator to set up whitelists and blacklists to authorize or reject all emails matching those on the list.

The new Email Manager is written in Java, allowing it to operate on any platform. A single installation of Email Manager can monitor multiple email addresses on multiple mail servers and apply unique indexing for each address. It works with POP3 and IMAP email servers and their secure versions.

Optical Image Technology, Inc.

www.Processor.com/DocFinity2

(814) 238-0038

Manufacturer Presentation **_** Software - Security Advertisement

Streamlined HIPAA Compliance & Secure Application Access

EpicTide & AEP Networks Join Forces On Solution

In recent years, healthcare providers have streamlined processes by offering their partners secure access to sensitive applications. Now, healthcare providers want to streamline existing processes for HIPAA privacy audits involving those applications. AEP and EpicTide have addressed these needs by integrating AEP's remote access solution with EpicTide's auditing and log centralization solution. For the first time, healthcare organizations can create a comprehensive forensic audit trail across all of their applications and systems, including their VPN. The combined solution also enables organizations to produce analytics such as detailed trending on application access and security-related events.

EpicTide (www.Processor.com/EpicTide) is a leader in software solutions that help organizations increase their security responsiveness, automate compliance and reduce associated costs. AEP Networks (www.Processor.com/AEP), the specialist in network and application access security, delivers infrastructure security solutions that are easy to use and manage while offering exceptional value and mission-critical reliability. The company provides a full range of solutions, including identity-based application security gateways, highly secure VPNs, SSL VPNs and cryptographic key management products, to meet the most demanding requirements of public-sector and commercial customers around the world.

For More Information, Call (866) 602-8433





Patch Management www.Processor.com/GravityStorm



Automated Network Security Patch Management Tool for IT Professionals of any level: Service Pack Manager

- -Patch vulnerabilities in WinNT/2000/XP/2003, IIS, SQL, Exchange, ISA, Microsoft Office, IE, and other Microsoft
- -Patch Research and Automated Inventory Update
- -On-demand and Scheduled Scanning & Patch Installation



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Virtualization



Virtuozzo creates isolated, secure VPSes (virtual private servers) or virtual environments on a single physical server enabling better server utilization, ensuring guaranteed resources, and preventing applications from conflicting. Each VPS performs and executes exactly like a standalone server: VPSes can be rebooted independently and have users, IP addresses, processes, system libraries, and configuration files.



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to find even more in-depth information!

Wireless Management

www.Processor.com/BVSystems17



Hive™ is site survey mapping software that works with Berkeley's Yellowjacket® 802.11 (B, A or B/G) Wi-Fi receiver system and runs on an iPAQ® PocketPC®. This system is ideal for detecting and optimizing indoor/outdoor network coverage as well as wireless holes and security leaks all with no GPS reception needed. Hive™ features improved GUI, survey paths, screen snapshots, multiple studies/floorplans open simultaneously, auto-save & more.



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Access Control www.Processor.com/Marx2



Web Security 2.1 and the CRYPTO-BOX USB protect online software distribution, license management, and subscription services remotely with the attached hardware key. The CRYPTO-BOX implementation covers the client side with IE plug-in for Win 32 or Mozilla/Firefox add-ins for Win 32/Linux. It also covers the server side for common platforms: PHP, JSP/Java, and ASP.NET.



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. Manufacturer Presentation **_**

Software - Business Productivity Advertisement

Asset Management Software

NetSupport DNA (Dynamic Network Administration) facilitates central management of your enterprise PCs in a secure, coordinated and efficient manner. Combining powerful Hardware and Software Inventory with Software Distribution, Application and Internet Metering, Webbased Helpdesk, PC Remote Control and more, NetSupport DNA ensures compliance with corporate configuration standards while simultaneously reducing the Total Cost of Ownership (TCO).

IT assets account for the largest proportion of the overall IT spend, therefore, ensuring they are properly managed and maintained becomes one of the highest-priority corporate goals for any organization where TCO (Total Cost of Ownership) is high on the agenda.

Without a comprehensive management program in place, IT assets can cost far more than necessary through waste and redundancy (direct costs) and overly complex management and maintenance (indirect costs). By implementing an effective IT asset management program, companies can view every asset in their enterprise, allowing them to control and manage IT assets, eliminate waste and redundancy, and comply with ever-tightening government compliance regulations.

For more information on how NetSupport DNA can help manage your organization's assets, visit www.Processor.com/NetSupport3.



Phone: (888) 665-0808 www.Processor.com/NetSupport3

Manufacturer Presentation ____

Software - Security Advertisement

Prevent Data Theft at the Source



The proliferation of portable storage devices in the workplace puts your network at a greater risk than ever of identity theft, data loss and spyware propagation. DeviceWall® from Centennial Software helps you combat these threats by preventing the use of unauthorized portable storage and wireless devices on the corporate network including:

- USB memory sticks
- iPods and other media players
- PDAs, BlackBerry devices and Smartphones
- USB & Firewire mass storage devices
- CDs, DVDs and floppy disks

DeviceWall enables a central administrator to create and enforce a security policy that determines which employees in the company are able to access different types of devices. Any device type not explicitly permitted is automatically blocked. Security managers can remotely monitor the volume of blocked and allowed device connections on the network - even if they are not logged into the DeviceWall Control Center.

Why your business needs DeviceWall . . .

- Reduce risk of identity theft, data loss and espionage
- Prevent the spread of spyware, malware and viruses
- Comply with legal obligations & best practices
- Reduce legal risks
- Maintain full business productivity
- Handle exceptions quickly and easily

DeviceWall can be downloaded for a free 30-day no-obligation trial from

www.Processor.com/DeviceWall

866-355-7455

_Manufacturer Presentation _

Software - Patch Management Advertisement

Security Patch Management Solution Incorporates Windows Firewall Management

FACT #1: Microsoft releases security patches at alarming rate.

FACT #2: According to the FBI and Gartner Group, about 90% of all security breaches occur as a direct result of exploiting known security vulnerabilities that were not patched (Code Red, SQL Slammer, NIMDA, Blaster, and Sasser).

FACT #3: Deploying patches manually is complex and time-consuming and most of the time is not viable.

FACT #4: Security breaches lead to devastating results that affect your business and are very costly in lost data, productivity, and revenue loss.

THE SOLUTION: Automated Network Security Patch Management Tool for IT Professionals of any level: Service Pack Manager.

- Patch vulnerabilities in WinNT/2000/XP/2003, IIS, SQL, Exchange, ISA, Microsoft Office, IE, and other Microsoft products
- Patch Research and Automated Inventory Update
- On-demand and Automated Network Scanning
- On-demand and Scheduled Patch Installation



Gravity Storm Software's Service Pack Manager (SPM) has been a security patch-management mainstay on Windows networks since Windows NT. New release of Service Pack Manager, v7.1, includes distributed patch management and a useful new Windows Firewall-management feature. At startup, SPM enumerates the workstations and servers on your network and scans the devices for patches and service-pack status. Then you can select a network computer and have SPM produce a detailed list of the patches and service packs that are appropriate for that computer and identify whether they've been downloaded and installed. You can install SPM 7.1 as either a master console or a secondary console. Master console operators can test, approve, and publish patches on intranet Web servers,

whereas secondary console operators are limited to deploying approved patches. Security Patch Management part of SPM is compatible with NT SP4 and later.

SPM 7.1's useful new Windows Firewall manager uses rich but intuitive GUI to control Windows Firewall on the enterprise network. Windows XP Service Pack 2 and Windows 2003 Server SP1 include personal firewall as part of the OS. Service Pack Manager provides significant convenience, visibility, and enhanced reporting and manageability vs. the use of the command-line tools Microsoft provides and doesn't require Active Directory (AD) or Group Policy (GP). It allows setting firewall policies on hundreds and thousands of network machines in minutes. Simply select the systems you want to manage from SPM's top-level network-tree view then click the firewall icon. You can examine and set the firewall policies then apply them to selected machines or groups of machines on your network

You can download a fully functional 2-week trial version from: www.Processor.com/GravityStorm



Gravity Storm Software A SecurityBastion Company 3525 Del Mar Heights Rd Suite 630 San Diego, CA 92130 Phone: (858) 792-0162 Fax: (866) 450-7931

Manufacturer Presentation _____ Software - Security Advertisement

PortWise 4.5

Redefining Identity and Access Management for the Mobile Enterprise

New Features Include:

- Enhanced Client-side Security Provides better control over what devices gain access and what applications are allowed inside the network
- Extended Identity Management Supports federated identities and standard protocols to further integrate with current security and business infrastructure
- **Graphical Reporting** Generates real-time and historical reports of all remote access activity
- Triggers and Alarms Enables administrators to be proactive and define notification alarms for unusual events
- **Dynamic Application Portal** Automatically adjusts portal view for device screen size

PortWise 4.5 is a landmark release and delivers more comprehensive, integrated, and secure access to corporate applications and data for mobile employees, business partners, and end users. Building on trusted and proven PortWise technology, the 4.5 version empowers organizations to take a more proactive, informed, and extensive approach to protecting against identity theft and Internet espionage.

The PortWise platform has the following benefits:

• 5 Core Technologies

Clientless SSL VPN Access Strong Authentication Single Sign-On and Federated Identities End Point Integrity and Protection Midpoint Integrity

- Extensive and Granular IAM Policy Management
- Central Audit, Reporting & Alerting
- Enterprise Administration
- Scalable Enterprise Architecture



PortWise 4.5 is currently available.
Visit www.Processor.com/PortWise for more information
or call 650-472-3582

Manufacturer Presentation

Software - Mobility Advertisement

View Your Microsoft or WordPerfect Office Files on Your Cell Phone or BlackBerry

Fone Folio bridges the gap between your PC and your cell phone or BlackBerry®, making it easy to view your own files, photos, spreadsheets, graphics, and presentations wherever you are.

Designed to work on virtually all currently available mobile phones, your files are instantly available to you anywhere. All that's needed is an Internet connection.

In addition to built-in support for all versions of Microsoft Word, Excel, and PowerPoint since version 97, and for Corel WordPerfect, Quattro Pro, and Presentations (version 10 or newer), the software also works with generic text, comma-delimited files, and 12 of the most popular image file formats.

By encrypting and compressing data and trimming

Office documents to their essentials, Fone Folio

puts critical data into your hands while you travel, securely and inexpensively.

Whether you are a salesperson who needs access to Office documents on the road or a medical or legal professional who needs a convenient way to carry confidential documents with you, Fone Folio has the tools you need.

Fone Folio runs under Windows 98SE/Me/2000/XP. The application supports all modern cell phones that use either Java™ or WAP 2.0 as well as the RIM BlackBerry® with OS 4.0 or greater. No BlackBerry Enterprise Server (BES) is required.

For a **free demo** and more information, please visit **www.Processor.com/FoneFolio**



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Software - Security Advertisement

FutureSoft Enhances Endpoint Security Software Solution

DynaComm i:scan (enterprise antispyware software and endpoint security management) provides administrators with the ability to manage a range of endpoint security tasks from a single console, saving time, simplifying support, and improving security of desktop and mobile devices.

Version 6.0's Highlights:

- Removes and protects against spyware for both local and mobile
 users
- Locates and eliminates P2P (peerto-peer) file-sharing applications
- Removes unauthorized IM (instant messaging clients)
- Identifies pornographic images that could be a source of harassment lawsuits
- Locks down desktop applications
- Manages USB devices
- · Protects high-value corporate data assets with real-time monitoring

DynaComm i:scan is already in use in some of the world's largest companies and network infrastructures, and this new release extends the management, real-time reporting and mobile user protection to further enhance endpoint security for enterprise users.

"Business administrators are facing a growing range of threats and are having to therefore deal with more and more security tools. DynaComm i:scan enables them to manage the full range of desktop and mobile user, content and endpoint security functions, from a single console." Tim Farrell, Chairman and CEO of FutureSoft

Download An Evaluation Copy: www.Processor.com/FutureSoft



Access Control

www.Processor.com/SafeBoot



The SafeBoot® suite of mobile data security solutions protects data, devices & networks against company data leakage associated with loss, theft & unauthorized access. SafeBoot offers powerful encryption & strong access control technologies that scale in size, integrate with existing network infrastructure & are transparent to the end user. SafeBoot's centralized management capabilities provide enterprises with operational efficiency.



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Access Control

www.Processor.com/Oracle



Access and identity are the means for administering users and their privileges and controlling their access to enterprise resources. Oracle Identity Management delivers access control and identity management through Oracle COREid Access and Identity, Oracle Application Server Single Sign-On and Oracle Delegated Administration Services.



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Accounting & Logging

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\$295 Starting Price

Internet Monitoring Solution

ObsurferProTM is a simple to use, cost effective, Internet Monitoring solution aimed at assisting Network Admins in the task of identifying and controlling use of valuable Internet facilities within working hours. ObsurferProTM will monitor and record all Web sites visited and provide valuable feedback that will allow you to identify what the surfing practices of your employees really are.



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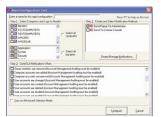


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Event Correlation

www.Processor.com/Dorian



Event AlarmTM, from Dorian Software Creations, is an easy-to-configure application that can alert network administrators the moment specific events happen throughout the network. Running behind the scenes as a Microsoft Windows® service, Event Alarm constantly watches over your machines' event logs and network's syslogs, immediately notifying you at the first sign of trouble.



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Policy Compliance www.Processor.com/CREDANT

CREDANT® Mobile Guardian (CMG) Enterprise Edition

This award-winning, scalable mobile security and management software platform enables organizations to easily secure and manage disparate mobile and wireless devices from a single management console. With CMG, companies can cost-effectively support a mobile workforce and improve employee productivity while guarding against the financial loss, legal liability, regulatory compliance issues and/or significant brand damage associated with the loss or theft of mobile data.

CREDANT Technologies is the market leader in providing software enabling organizations to control security enterprise-wide for mobile and wireless users. CREDANT makes it safe for organizations to use notebooks, tablets, PDAs and smartphones to increase employee productivity.

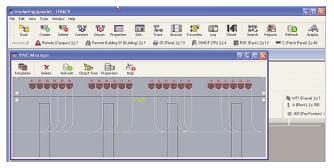


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_Manufacturer Presentation _

Software - Physical Infrastructure Advertisement

iTRACS Infrastructure Management Software Bolsters Network Performance



iTRACS Physical Layer Manager software delivers comprehensive physical layer management, flexible and scalable enough to meet the needs of the largest enterprises, advanced networks, and data centers. This software provides real-time visibility of your physical network by automatically mapping, managing, locating, and securing the network's connected devices and logins.

Modular-based software add-ons and data center libraries include:

- iTRACS iLogin, which offers user authentication, defining where users are allowed to log in to their computers or other network devices.
- iTRACS iDiscover, which self-discovers the devices on your network and provides physical location information.
- iTRACS iPBX, which automatically updates telecommunications components.
- iTRACS Data Center Libraries, a collection of tools to help design and maintain data center information.

Additional features include:

- iTRACS Virtual Wiring Closet provides interactive diagrams of the wiring closet for efficient design and planning.
- iTRACS iLocator feature displays pertinent iTRACS information (i.e., location, trace) on the screen of any Help Desk or Asset Management application.
- A comprehensive change control mechanism which automates, controls, and streamlines the work order process, increasing productivity and maintaining business compliance.
- A customizable dictionary, which lets users choose the way to document their networks, simplifying the documentation process.
- A search engine and report generator that includes 64 reports out-of-the-box and informs users about the status of available ports so they don't have to buy unnecessary hardware.

www.Processor.com/iTRACS

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Software - Mobility Advertisement



GPS-Enabled Tracking Solutions

Aligo WORKTRACK™ is a GPS-based employee time, job, and location tracking service that allows you to more effectively manage your employees and save money by reducing payroll and administrative costs.

Using WORKTRACK, you can:

- Manage employee time and location
- Dispatch jobs wirelessly to the closest employee
- Track task codes and cost codes wirelessly
- View real-time field information from the Web
- Improve responsiveness to your customers
- Integrate with existing payroll and accounting systems

The WORKTRACK Product line includes:

WORKGROUP - Specifically designed for large groups of employees. Able to track the location, shifts, jobs, tasks, cost codes, and break times for multiple workers.

CARDSWIPE - Allows employees to start and stop their time using a magnetic identity card on their enabled phone.

WORKCENTER - Provides project managers, supervisors, and business owners easy access to job status, employee stats, and employee locations.

WORKSITE -Enter employee hours, job information, and production data to run each project efficiently.

Call (866) 667-6167 Visit www.Processor.com/Aligo



_Manufacturer Presentation _

Software - Network & Systems Mgmt. Advertisement

High-Capacity Gigabit Analysis



Network Instruments, the leading innovator of network analysis solutions, released the GigaStor 2 Terabyte, which is a cost-competitive, high-capacity gigabit analysis and stream reconstructive appliance. This 2TB appliance is the newest addition to Network Instruments' GigaStor product line and part of a new paradigm of network analysis, which resolves problems more effectively by eliminating entire steps within the troubleshooting process.

This time-based navigation utility within the GigaStor product line allows network professionals to navigate through hours, days, even weeks worth of network data down to the nanosecond. Therefore, if an employee complains of a problem that happened around 7 last night, it is quite simple to isolate a time interval (6:50 p.m. to 7:10 p.m., for instance) to capture and analyze that problem.

"Our enterprise customers originally demanded a high-capacity analysis device they could utilize at the core of their networks," Douglas Smith, president and co-founder of Network Instruments, says. "We fulfilled those requests with the Gigastor 4T and the GigaStor 8T. They were so impressed with the new troubleshooting methodology these products offered that they requested an alternative high-capacity appliance they could deploy on connections outside the core."

As with all GigaStor appliances, the GigaStor 2T can support up to eight ports at gigabit wire speed for any combination of SPAN sessions, full-duplex connections, and trunked links. It also processes data directly on the appliance. This eliminates having to transfer large amounts of data across the network for analysis. Additionally, the GigaStor 2T can concurrently serve as a gigabit probe, tracking real-time statistics and solving issues with a comprehensive Expert system.

Pricing for the GigaStor 2T starts at \$19,995 for a two-port configuration. This price point comes at a fraction of the cost of competitive offerings.

www.Processor.com/Network2

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Software - Storage Advertisement

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Based on DPS' increasingly popular
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robust solutions that enable users
to boot directly from the backup
drive and restore in a single step.
This truly unique software solution



now enables Windows® users to make any hard disk drive a backup device and grants them the ability to instantly restore their entire system's hard drive, a directory, file type or a specific file. DPS also offers EzBackup™, enabling users to simply back up and recover files to any hard disk without creating a mirror-image copy of the system.

As part of its development, Data Protection Solutions continues to advance its strategic approach to continuous data protection by strengthening, simplifying and delivering backup solutions that take features found in the enterprise, such as bare metal recovery (BMR) and delivering them economically for use with edge-of-the-network devices such as PCs, laptops, workstations and departmental servers. Users can now enjoy simple, more reliable and lower cost disk-to-disk technologies with one-step restore capabilities.

For a FREE 45 day trial to learn how EzBackup can end your backup woes, Visit www.Processor.com/DataProtection2



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Manufacturer Presentation -

Software - Network & Systems Mgmt. Advertisement

Wireless LAN Analyzer



AirMagnet Laptop Analyzer 6.0 is the sixth generation of AirMagnet's popular, laptop-based WLAN security and troubleshooting software. The new Laptop Analyzer adds support for Intel® Centrino® technology, eliminating the need for users to buy a separate Wi-Fi card, and includes a remote visibility capability to share real-time network information with distant experts.

AirMagnet has also expanded its compliance reporting feature with a new compliance report to help users meet strict new regulatory requirements for wireless payment transactions. This automated compliance report supports PCI DSS, the Payment Card Industry's Data Security Standard – a set of 12 requirements created by VISA and MasterCard to ensure that cardholder information is kept secure throughout the credit card transaction process. Merchants or service providers who fail to comply with the standard face

financial penalties and may even have their acceptance privileges revoked. AirMagnet already delivers compliance reports for Sarbanes-Oxley (SOX), Health Insurance Portability and Accountability Act (HIPAA), Gramm-Leach-Bliley (GLBA) and the DOD8100.2 directive.

AirMagnet Laptop Analyzer 6.0 adds more than a dozen new features in all, including:

- Direct security alarm notification to email, cell phone and other end-user devices
- Device peer map for enhanced visualization of communicating wireless devices
- Greater monitoring range with external 802.11a/b/g antenna support via the Ubiquity Super Range Card and support for new cards covering Japan 's 12 802.11a channels
- Enhanced decoding support for key Internet protocols such as FTP, SMTP, Telnet, HTTP and POP

Laptop Analyzer 6.0 is priced at **\$3,495** in the U.S. and is available now.

To download a free 7-day trial version, visit

http://www.Processor.com/AirMagnet3

1325 Chesapeake Terrace Sunnyvale, CA 94089 Phone: (408)400-0200 Fax: (408) 744-1250 _Manufacturer Presentation _

QStar Adds Digital Signatures To Its Data Archive Product Suite



QStar's HSM (Hierarchical Storage Management) has been setting the standard for Storage Management since its introduction. HSM provides the security and accessibility you need for your data on your platform of choice. The following hardware is supported: UDO Drives/Jukeboxes, PDD Drives, Magneto-Optical Drives/Jukeboxes, CD Jukeboxes, DVD Drives/Jukeboxes/Arrays & Tape Drives/Jukeboxes.

HSM now includes functionality to manage the digital signature process. The Digital Signature feature provides a means for a signing authority to secure documents from tampering and version changes, a key to many compliance requirements.

Adding the ability to provide digital signatures to stored data and manage the digital signature process provides another level of information security within the QStar product line to protect customer's data. Digital signatures can be used with any kind of document, whether it has been encrypted or not. The digital certificate contains the digital signature of the certificate-issuing authority so that anyone can verify that the certificate is real, and thus the document is authentic. This is a key component for a number of highly regulated market segments such as Drug Development, Medical, and Life Sciences. The signature is there to ensure that any changes made to the data have been signed and cannot go undetected.

The QStar Digital Signature feature is an optional component supported in software version 4.20.80 and available immediately.

For More Information, Visit www.Processor.com/QStar



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DeviceShield™ allows you to take control & manage all removable media devices. You will quickly gain full control of every port, drive and device on every workstation!

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iControl for Windows

- Gives end users the ability to reset personal passwords by correctly answering a series of private questions
- Remote employees with access to a Web browser can reset forgotten passwords without outside assistance
- Allows for integration with Microsoft® and third-party Windows® logon dialogs

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Backup Utility

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Red Gate Software's SQL Backup Pro Edition provides high-performance backup and recovery for enterpriselevel SQL Server implementations. It provides multiple encryption levels up to 256bit using the AES algorithm, the same standard specified by the U.S. government for encrypting top-secret data. Advanced compression levels provide up to 95% smaller backups & deliver speeds up to three times faster than native SQL Server backups.

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Software - Network & Systems Mgmt. Advertisement

NetQoS Enhances Network Performance Management Suite

The NetQoS Performance Center provides global visibility, via a single Web console, into all three key metrics necessary to quantify network infrastructure performance: end-to-end response time, traffic flows and device performance. Its modules include SuperAgent for measuring application performance over the

network, ReporterAnalyzer for analyzing traffic flows, and NetVoyant for monitoring the infrastructure. The Performance Center's customizable, role-specific views help engineering, operations, and management staff do their jobs more effectively. The NetQoS Performance Center v1.1 now incorporates the full functionality of the NetVoyant® device performance monitoring product NetQoS acquired in April 2005 from RedPoint Network Systems. With the NetVoyant polling product, the Performance Center now



provides SNMP-based performance metrics for managing network infrastructure, devices, and services.

"Instead of cobbling together tools from different vendors and hoping they will work together to provide some actionable data, customers can get all their performance information integrated in one portal with the NetQoS Performance Center," says Joel Trammell, NetQoS CEO. "NetQoS products were built from day one to scale to the largest networks and provide the data needed to improve enterprise network performance rather than simply focusing on availability. The combined power of our products in the Performance Center provides a faster, more reliable way to improve the delivery of networked applications."

For More Information, Visit www.Processor.com/NetQoS2



(877) 835-9575

Manufacturer Presentation .

Software - Database & Data Mining Advertisement

ProClarity Analytics 6 enhances SQL Server 2005

ProClarity Analytics 6, version 6.1, supercharges the Microsoft business intelligence (BI) platform, making it easier than ever for IT to create a successful BI solution, and simpler than ever for decision makers to use it.

An expanded analytics footprint

- Simplifies the complexity of the UDM
 Microsoft's new Unified Dimensional
 Model (UDM) provides enhanced functionality and powerful new capabilities. With
 these improvements comes complexity.
 ProClarity 6.1 simplifies the complexity by
 making it a much more intuitive process by
 leveraging hierarchy, attribute and measure relationships to create analytic views.
 Context filters help keep analysis focused on pertinent information, and ProClarity's
 highly visual charts and graphics help users instantly understand key performance indicators (KPIs).
- Improves SQL Server's adaptability
 ProClarity frees IT from being the sole group responsible for creating and maintaining KPIs. With ProClarity 6.1, any business user can do it.

Tight integration with Microsoft Reporting Services 2005

- Simplifies reporting
 With ProClarity, authors do not have to spend loads of time writing complex MDX
- Links reports to analysis
 By integrating Reporting Services reports into the ProClarity dashboard, ProClarity enables decision makers to monitor performance and access formatted reports for additional detail.

New versatile dashboard

 Makes it easier to monitor the information you care about

Any user can easily build, tailor, maintain and update a dashboard using ProClarity's wizard-based interface—without waiting on IT to develop it.



- Enables train-of-thought analysis
 Instead of needing technical expertise or
 IT to perform data analysis, users can simply link from any spot on the dashboard into full-screen, guided ad hoc analysis.
- Simplifies deployment and customization
 Eliminating the need to install analytics
 software, ProClarity provides easy portal
 integration through URL addressability and
 completely thin, zero-footprint clients built
 on an open .NET architecture. All charts
 are optimized for Web deployments.

Expanded delivery options

- Equips you to more easily produce printed reports
 - With ProClarity Publishing Server, it's simple for end users to create externally consumable publications that integrate ProClarity graphs, grids, and visualizations with commentary and dynamic text. The publications can be fully customized to fit corporate branding guidelines.
- Cuts costs
 Publication templates are reusable so you don't have to start from scratch each time you need the publication.
- Links scorecards to analytics
 By adding powerful charts, visualizations, and analysis tools, ProClarity takes your Microsoft scorecard initiative much further, with an easy-to-integrate, zero-footprint scorecard solution.

For Evaluation Software: www.Processor.com/ProClarity

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Sales Anywhere from Sybase Subsidiary iAnywhere

Sales Anywhere is a customizable, packaged mobile software application that enables users of Siebel, PeopleSoft, SalesLogix, SAP, Dendrite, and other SFA systems to get mobile access to their contacts, call reports, forecasts, and more on their handhelds. Sales professionals can access time-critical information not only from these systems, but also from a variety of other sources, including inventory information from ERP systems and product and pricing information from corporate intranets.

Sales Anywhere features include:

- Mobilizes all key sales & corporate resources
- Fast on-device performance
- Handheld-optimized
- Broad Platform Support
- Rapid Deployment & Low TCO
- Always-available access

Sales Anywhere for Salesforce.com provides anywhere, anytime access to Salesforce on Windows Mobile and Palm OS devices, with or without a wireless connection. Whether at a customer site or in an airplane, industry-leading ease of use and robust synchronization ensure that sales professionals always have quick and reliable access to Salesforce to maximize field productivity and effectiveness. Productivity features include advanced search and initiating email and phone calls from within Sales Anywhere. Sales Anywhere is simple and cost effective to deploy and maintain. No administrative setup is necessary; users simply install Sales Anywhere and instantly have access to their Salesforce data.

For More Information: www.Processor.com/iAnywhere3



Manufacturer Presentation —

will pay for itself within a year.

Software - Security Advertisement

Beta Systems' Identity Management Suite Now Includes Enterprise Single Sign-On Component

Passwords seem like a great way to secure your applications. But most users have to log in to several password-protected applications and Web sites every day, and they often have trouble. In fact, Gartner says about one-third of all calls to Help Desks concern passwords, and that is expensive. Forrester Research and other research organizations agree that it costs at least \$38 to reset a single password. And all those calls cause enormous wear and tear on your overworked support staff. A solution is needed to save time, money and frustration all around and get your passwords working for you again. You need a comprehensive Single Sign-On solution that can scale up to thousands of workstations and still work

The Single Sign-On solution of Beta Systems, SAM eSSO, is a proven technology that's easy to use, simple to integrate and cost-effective to manage. It's a flexible, platform-independent building block that can integrate smoothly with virtually any environment with a minimal of configuration and maintenance. SAM eSSO meets all the key requirements of today's organizations, including:

transparently when your users are on the road. You need a true SSO solution that

- Quick integration of the vast majority of existing applications Windows, Web and legacy - through powerful agents and XML parameter files. Scripting to handle exceptional cases is available in the language of your choice.
- A highly available architecture based on multiple servers that provides fail-safe operations scalable up to hundreds of thousands of users.
- The lowest Total Cost of Ownership achieved through leveraging your existing resources and adopting a cost-effective Windows/Intel server platform.
- A flexible authentication scheme that preserves your investment in existing technologies and supports your choice of any future technologies.
- Transparent operations that require no learning curve, no training and no disruption to the normal working routine for your users.

For More Information, Visit www.Processor.com/Beta



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Software - Mobility Advertisement

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Say goodbye to desktop software. In fact, GoodLink can be installed, upgraded, and managed entirely OTA (Over-the-Air) for a lower total cost of ownership. GoodLink also offers the most robust IT management tools, including role-based administration and Web-based visibility to all servers and users, including software version installed, device type, radio status, carrier, etc., through the Good Monitoring Portal.

Good for Enterprises

- · Industry-standard compatibility with multiple handhelds, mobile
- platforms, carriers, and networks, including WiFi. Low TCO due to secure OTA software management and zero-
- OTA management of third-party software to deploy and upgrade applications such as virus protection or attachment viewers
 Enterprise-class security with AES encryption and remote erase
- Role-based administration for reduced IT administration costs and increased security
- Increased IT efficiency with centralized fleet management and monitoring
- Increased user productivity—handhelds can be wirelessly updated and maintained resulting in superior reliability
- Support for Hosted Exchange allows small-to-medium enterprises (SMEs) to use GoodLink via their hosted Exchange provider

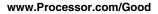
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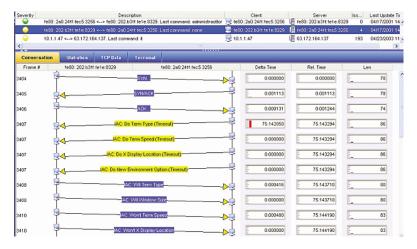
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Software - Network & Systems Mgmt. Advertisement

ClearSight Analyzer Version 5.0

Real Time Network Analysis and Application Monitoring



ClearSight's fifth-generation Analyzer implements Real Time application and protocol support for Citrix, SMB, RTSP (Real time streaming protocol), HTTP flow reassembly, Wi-Fi on Ethernet with WEP decryption support, New History Reports, and Real Time TCP data view, as well as enhanced support for VoIP (new video and voice Codecs added) and security visualization.

The Version 5.0 Analyzer delivers new functionality, enabling enterprise users to verify real-life performance of application deployments (such as VoIP and Database, IPv6), assisting customers in making critical decisions before rollout and providing deeper support for managing and growing deployments. The collaborative nature of Analyzer 5.0 is improved through the use of a variety of setup wizards and extensive, configurable report improved through the use of a variety of setup wizards and extensive, configurable reporting functions providing new optional long-term History Reporter and integrated Packet Generation feature.

The latest version provides easy-to-use application packet generation tools, making it possible for IT administrators to effectively emulate new application traffic in the enterprise's existing environment. At the same time, ClearSight is also used to evaluate traffic in real time, display issues and problems, and generate extensive reporting.

What is on your network?

To see what is stealing your bandwidth or causing issues for your applications and users, see in Real Time with the ClearSight Analyzer, free for 14 days!

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Manufacturer Presentation

Software - Security Advertisement

Oracle COREid Access and Identity

Identity Administration

Oracle COREid Identity provides the user and group management, delegated administration, password management and selfservice functions necessary to manage large user populations in complex, realworld environments.

- User, Group, and Organization Management: Dynamically create groups based on user attributes.
- **Delegated Administration:** Unlimited ability to delegate user administration to managers and partners.
- Unified Workflow: Industry-leading workflow to manage user lifecycles
- **User Self-service and Password** Management: Reduce help desk calls via password reset and user self-service.

Access Management

Oracle COREid Access provides policybased access control and single sign-on to web applications, Enterprise Java Beans (EJB), and J2EE resources. It supports all leading authentication technologies and authorization methods.

- Web Single Sign-On: Secure access to multiple applications with one password and user ID.
- Flexible Authentication Methods: Oracle COREid supports all popular methods including browser forms, digital certificates, and smart cards.
- **Centralized Policy-Based** Authorization: Centralized policy administration and enforcement reduce cost and operational complexity for IT administrators

Integration with existing eBusiness infrastructures

Oracle COREid provides pre-built agents to protect, access, and manage all leading



third-party Web servers, Application servers, Portal servers, LDAP directories, email systems, and relational databases. Oracle COREid Access and Identity also provides seamless integration with Oracle Fusion Applications: Oracle eBusiness Suite, PeopleSoft, JD Edwards and Retek.

Compliance Reporting

To demonstrate regulatory compliance, corporate auditors often require comprehensive reporting across all security and identity operations. To ease this task, Oracle provides unified and centralized audit reporting for all COREid components. Web applications, and Web Services

- Centralized Auditing and Logging. All operations are stored and correlated in a secure database for reporting and analy-
- Pre-Built Identity and Security Reports. Includes a dozen out-of-the-box reports.
- Global User and Resource Access Reports. See all resources a user can access, and all users who can access a resource.

For More Information: www.Processor.com/Oracle

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.Manufacturer Presentation **_**

Software - Application Development Advertisement

AdventNet Provides Free Edition of **Industry-Leading Web NMS framework for Development of EMS / NMS Applications**

Web NMS Express Edition is a free-for-development version of the industry-leading EMS/NMS framework. Technical support and runtime deployment licenses can be purchased when required. The Express Edition supports FCPS functionality and comes bundled with the Struts-based Web client. The Struts framework enables guicker development and deployment of Element/ Network Management Applications (EMS/NMS). With this initiative, AdventNet has made its Web NMS technology more economical for EMS/NMS development.

Over 350 development teams across the globe have evaluated and selected AdventNet Web NMS as the basis for their custom OEM software development for Element / Network Management Applications (EMS/NMS). With worldwide adoption of Web NMS in the OEM and service provider space, the new Express Edition will serve clients looking for a guicker development of an SNMP/ CLI - based management solution with FCPS functionalities.

"The Express Edition helps customers reduce their upfront development cost and only pay when they deploy their applications, unless they require technical support during the development phase. This is a good option for customers considering in-house development," said Prabhu R., Product Manager for Web NMS, AdventNet.

AdventNet provides affordable software in the areas of network applications and database tools. With a broad product portfolio and an active customer base including enterprises, equipment vendors and service providers, AdventNet has emerged as a very affordable and high-quality alternative to expensive software that is common in the industry. AdventNet is headquartered in Pleasanton, CA with offices in NJ, NH, India, UK, China and Japan. It has a well-trained partner base around the globe and thousands of customers worldwide.

> For More Information Visit www.Processor.com/Adventnet5 Phone: (925) 924-9500



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Software - Network & Systems Mgmt. Advertisement

Are your SAP Customers Really Satisfied?

It's difficult to provide quality SAP service.

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Because of SAP's complexity, your expensive Basis Administrator staff is worn thin with all the routine, repetitive and error prone manual tasks they have to perform. Every issue seems to require an SAP Administrator and there are not enough resources to deploy the new applications and technologies the business is demanding. There is too much work and not enough staff. There has to be a way to radically simplify how we manage SAP service.

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Horizon for SAP's Expert-in-a-Box will identify and analyze your SAP problems for you, even if your expert staff members are not available. It does this while the problem is occurring, not hours or even days later like the manual processes do. Let the Expert-in-a-Box help you provide the quality service your customers are demanding and free up your Basis Team to focus on other important tasks.



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Manufacturer Presentation.

Services- Business Productivity Advertisement

Service Desk Suite

The WhiteStone Service Desk (WSD) suite unifies Incident, Problem, Configuration (Asset), Change, and Service Level Management to provide the most fully functional and fully integrated service desk solution available today. Built on state-of-the-art, open-standard J2EE technology. No proprietary software or specialized skills are required. 100% Web-based application provides complete functionality to agents and end users with no client software.

WSD suite is designed as a whole, limiting duplication of data and architecture confusion from integrating separate products. WSD provides following integration with Tivoli products:

- Tivoli Enterprise Console Bi-Directional
- Tivoli Remote Control and Tivoli Inventory
- CTI Integration, LDAP & Active Directory Integrations

WSD was designed with the following ITIL concepts in mind:

Business Perspective

Enabling the Service Support organization and its customers to meet business goals.

Management of IT Services

Detailing proper management and organization of IT activities.

Delivery of IT Services

Providing IT services to meet the needs of users (including capacity and availability).

Support of IT Services

The implementation and proper organization of a Service Desk.

Management of IT Infrastructure

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Services - Hosting & Disuster

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Hosting Options Now Include Servers With Dual-Core Processors

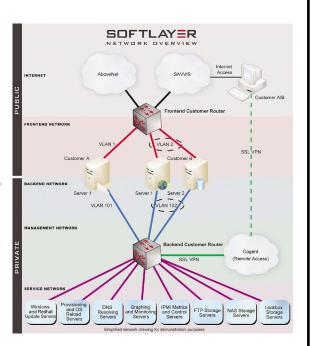
SoftLayer's proprietary management systems & service delivery methodology allows customers to add, modify or delete servers and services without service interruptions. With month-to-month contracts, no down payments, no credit checks, low monthly prices, and two hour deployment; SoftLayer delivers risk free technology. SoftLayer's hosting options include server grade dual-core processor technology from Intel and AMD coupled with industry leading operating systems and applications from Microsoft and Red Hat.

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The Future of Hosting...

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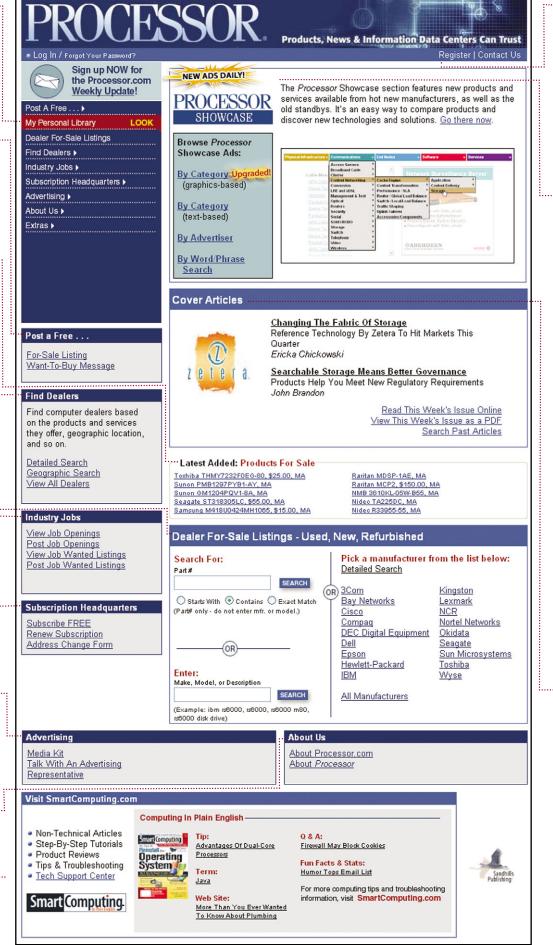
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Extras ...

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Processor Showcase

You should be familiar with the print edition of our Showcase advertising section—it's the section beginning on page 5 of this issue that displays dozens of products of interest to data center and IT professionals. Now there's an electronic counterpart with hundreds more products we can't fit in print.

If you know the specific manufacturer or advertiser you're looking for, click Browse By Advertiser. If you're looking to see if a solution exists, click one of the By Category links (either graphics-based or text-based) or the Word/Phrase Search link.

The Word/Phrase Search is the quickest route but choose your keywords wisely to ensure you get the best results.

If you choose the graphics-based browse option, you'll see instructions on how to use the browsing feature. Pass your cursor over one of the five color-coded categories near the top of the page (Physical Infrastructure, Communications, End Nodes, Software, or Services) then choose the category or subcategory you want and click it. A list of links appears in the left window; pass your cursor over the links, and the product ad displays in the right window. Once you've found a product of interest, click the red More link in the bottom right of the ad for more detailed information.

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Link right to the two cover articles from the most recent issue, view the current issue's electronic table of contents with links to all articles, view the current issue as a PDF, or search past issues. When searching past issues, you can either perform a keyword search or see a list of all issues or all articles in the archive. Every article we've written is archived on the site, and most issues have a PDF version available.







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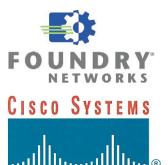


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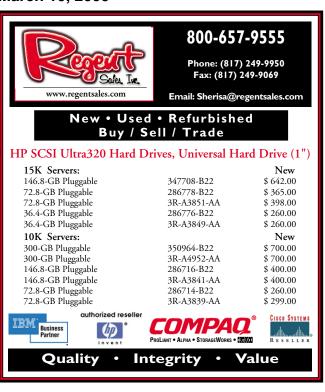
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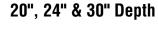


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